

# Monthly Indicators



## February 2017

The start of the year ushered in a wave of good news about a hot stock market, higher wages and an active home sales environment. At the same time, housing prices have continued to rise, and the low inventory situation and affordability crunch has been particularly hard on first-time buyers struggling to get into the market. Nevertheless, buyer activity is easily outpacing seller activity in much of the country, culminating in relatively quick sales and low supply. Demand definitely remained strong this month.

New Listings were up 3.2 percent to 2,030. Pending Sales increased 11.7 percent to 1,689. Inventory shrank 19.4 percent to 4,837 units.

Prices moved higher as Median Sales Price was up 1.8 percent to \$240,750. Days on Market decreased 4.2 percent to 69 days. Months Supply of Inventory was down 27.9 percent to 3.1 months, indicating that demand increased relative to supply.

Unemployment has reached pre-recession levels, and Americans remain optimistic about finding quality employment. This matters because job growth and higher paychecks fuel home purchases. Unfortunately, that won't matter for potential buyers if price appreciation outpaces income growth and if mortgage rates continue their upward trend. Sellers are getting a generous number of offers in this market. The worry for sellers then becomes that there will not be a generous number of homes to choose from when they become buyers.

## Quick Facts

<b>+ 14.9%</b>	<b>+ 1.8%</b>	<b>- 27.9%</b>
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Months Supply

A research tool provided by the Charleston Trident Association of REALTORS®. Percent changes are calculated using rounded figures.

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# Market Overview

Key market metrics for the current month and year-to-date figures.



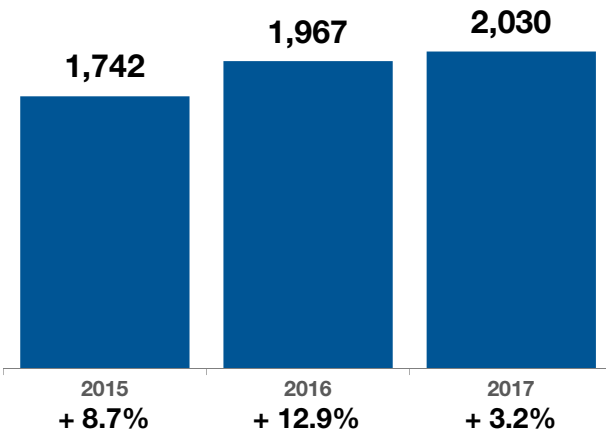
Key Metrics	Historical Sparkbars	02-2016	02-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		1,967	<b>2,030</b>	+ 3.2%	3,732	<b>3,979</b>	+ 6.6%
<b>Pending Sales</b>		1,512	<b>1,689</b>	+ 11.7%	2,758	<b>3,313</b>	+ 20.1%
<b>Closed Sales</b>		1,100	<b>1,264</b>	+ 14.9%	2,072	<b>2,297</b>	+ 10.9%
<b>Days on Market</b>		72	<b>69</b>	- 4.2%	69	<b>67</b>	- 2.9%
<b>Median Sales Price</b>		\$236,484	<b>\$240,750</b>	+ 1.8%	\$228,000	<b>\$240,000</b>	+ 5.3%
<b>Average Sales Price</b>		\$321,809	<b>\$317,239</b>	- 1.4%	\$305,935	<b>\$320,149</b>	+ 4.6%
<b>Pct. of Orig. Price Received</b>		95.5%	<b>95.6%</b>	+ 0.1%	95.4%	<b>95.6%</b>	+ 0.2%
<b>Housing Affordability Index</b>		127	<b>117</b>	- 7.9%	131	<b>117</b>	- 10.7%
<b>Inventory of Homes for Sale</b>		5,999	<b>4,837</b>	- 19.4%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		4.3	<b>3.1</b>	- 27.9%	--	<b>--</b>	--

# New Listings

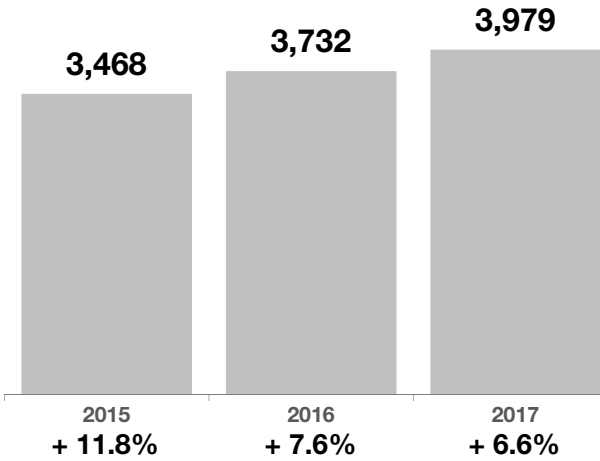
A count of the properties that have been newly listed on the market in a given month.



## February



## Year to Date



	New Listings	Prior Year	Percent Change
March 2016	2,470	2,252	+9.7%
April 2016	2,194	2,209	-0.7%
May 2016	2,227	2,129	+4.6%
June 2016	2,156	2,105	+2.4%
July 2016	1,982	2,081	-4.8%
August 2016	2,097	1,795	+16.8%
September 2016	1,860	1,858	+0.1%
October 2016	1,483	1,488	-0.3%
November 2016	1,483	1,446	+2.6%
December 2016	1,328	1,166	+13.9%
January 2017	1,949	1,765	+10.4%
<b>February 2017</b>	<b>2,030</b>	<b>1,967</b>	<b>+3.2%</b>
12-Month Avg	1,938	1,855	+4.5%

## Historical New Listings by Month

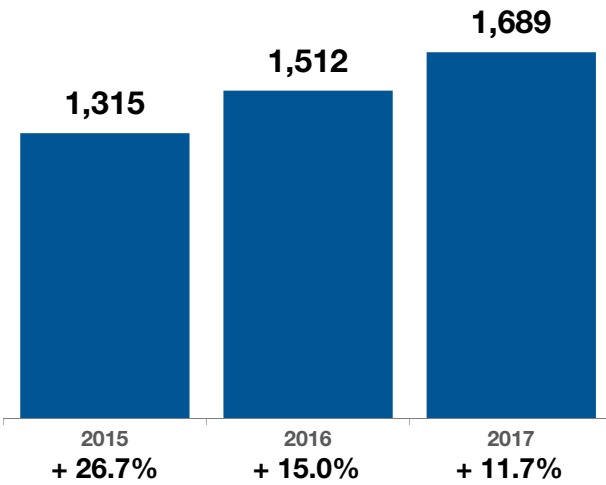


# Pending Sales

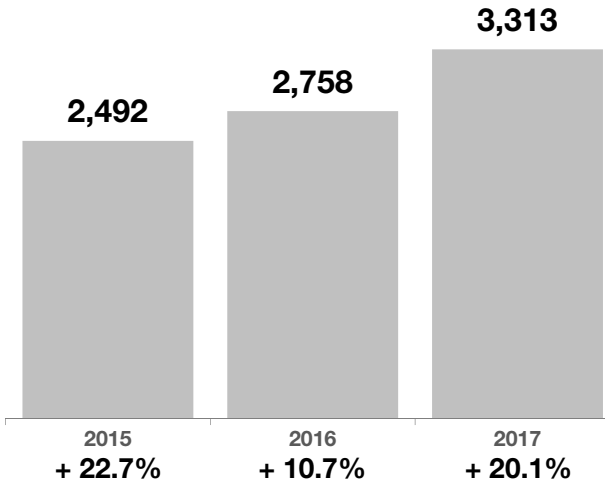
A count of the properties on which offers have been accepted in a given month.



## February



## Year to Date



	Pending Sales	Prior Year	Percent Change
March 2016	1,831	1,652	+10.8%
April 2016	1,747	1,670	+4.6%
May 2016	1,729	1,552	+11.4%
June 2016	1,644	1,568	+4.8%
July 2016	1,538	1,554	-1.0%
August 2016	1,575	1,444	+9.1%
September 2016	1,412	1,290	+9.5%
October 2016	1,184	1,223	-3.2%
November 2016	1,253	1,151	+8.9%
December 2016	1,226	1,056	+16.1%
January 2017	1,624	1,246	+30.3%
<b>February 2017</b>	<b>1,689</b>	<b>1,512</b>	<b>+11.7%</b>
12-Month Avg	1,538	1,410	+9.1%

## Historical Pending Sales by Month

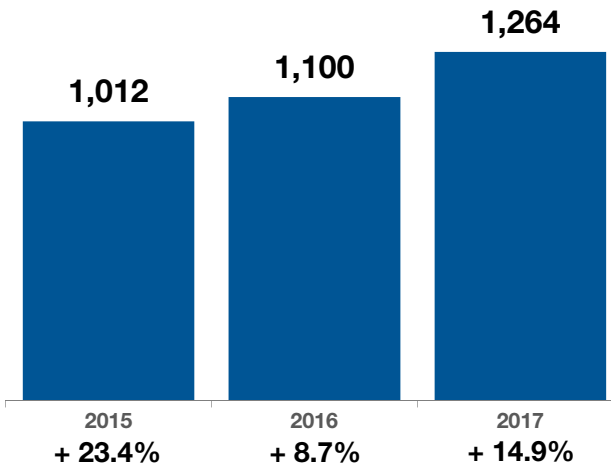


# Closed Sales

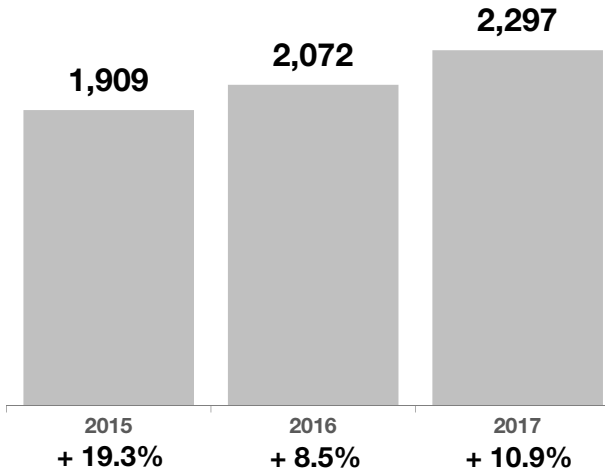
A count of the actual sales that closed in a given month.



## February

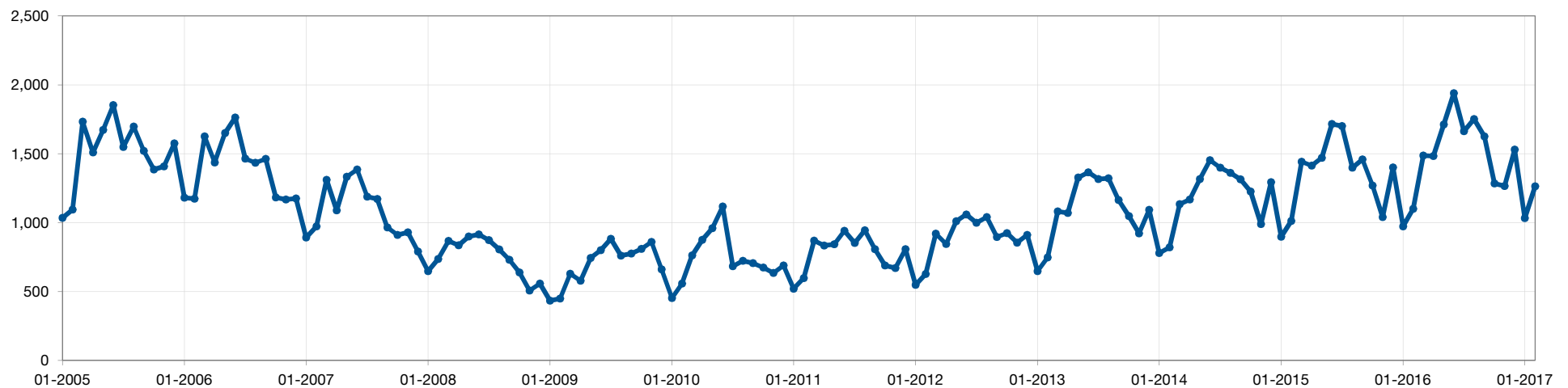


## Year to Date



	Closed Sales	Prior Year	Percent Change
March 2016	1,487	1,442	+3.1%
April 2016	1,483	1,414	+4.9%
May 2016	1,713	1,471	+16.5%
June 2016	1,940	1,715	+13.1%
July 2016	1,664	1,701	-2.2%
August 2016	1,751	1,398	+25.3%
September 2016	1,626	1,459	+11.4%
October 2016	1,285	1,270	+1.2%
November 2016	1,266	1,040	+21.7%
December 2016	1,531	1,400	+9.4%
January 2017	1,033	972	+6.3%
<b>February 2017</b>	<b>1,264</b>	<b>1,100</b>	<b>+14.9%</b>
12-Month Avg	1,504	1,365	+10.1%

## Historical Closed Sales by Month

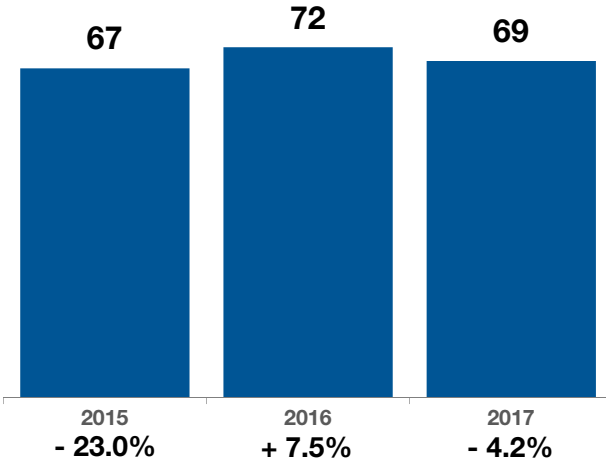


# Days on Market Until Sale

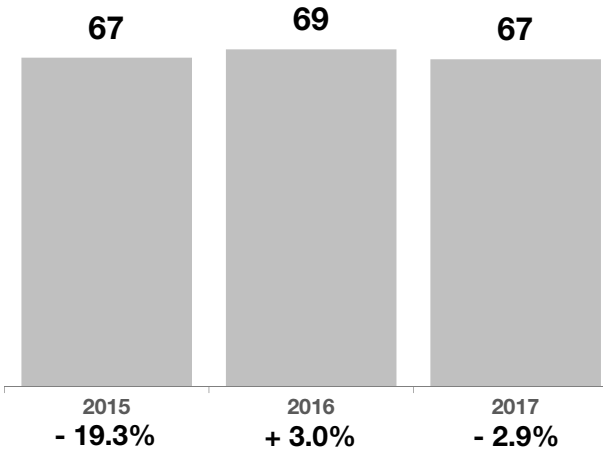
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February



## Year to Date



	Days on Market	Prior Year	Percent Change
March 2016	65	72	-9.7%
April 2016	65	64	+1.6%
May 2016	57	62	-8.1%
June 2016	54	57	-5.3%
July 2016	53	57	-7.0%
August 2016	54	49	+10.2%
September 2016	54	55	-1.8%
October 2016	53	55	-3.6%
November 2016	50	61	-18.0%
December 2016	57	62	-8.1%
January 2017	65	66	-1.5%
<b>February 2017</b>	<b>69</b>	<b>72</b>	<b>-4.2%</b>
12-Month Avg*	58	61	-4.9%

\* Average Days on Market of all properties from March 2016 through February 2017. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

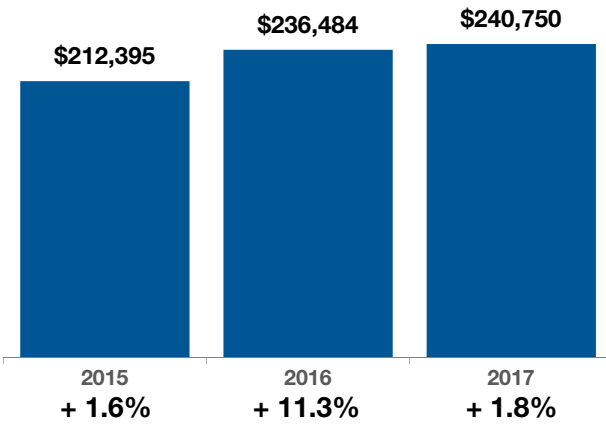


# Median Sales Price

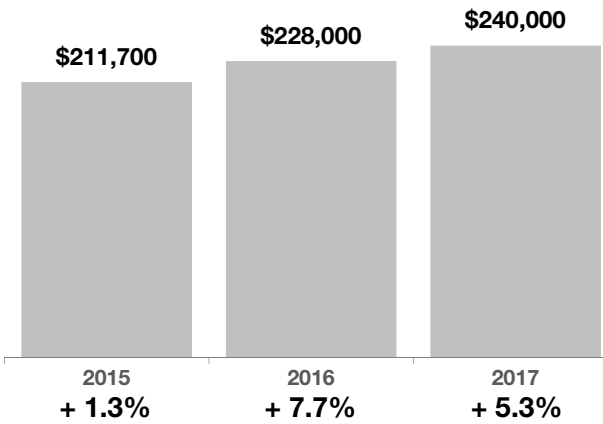
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February



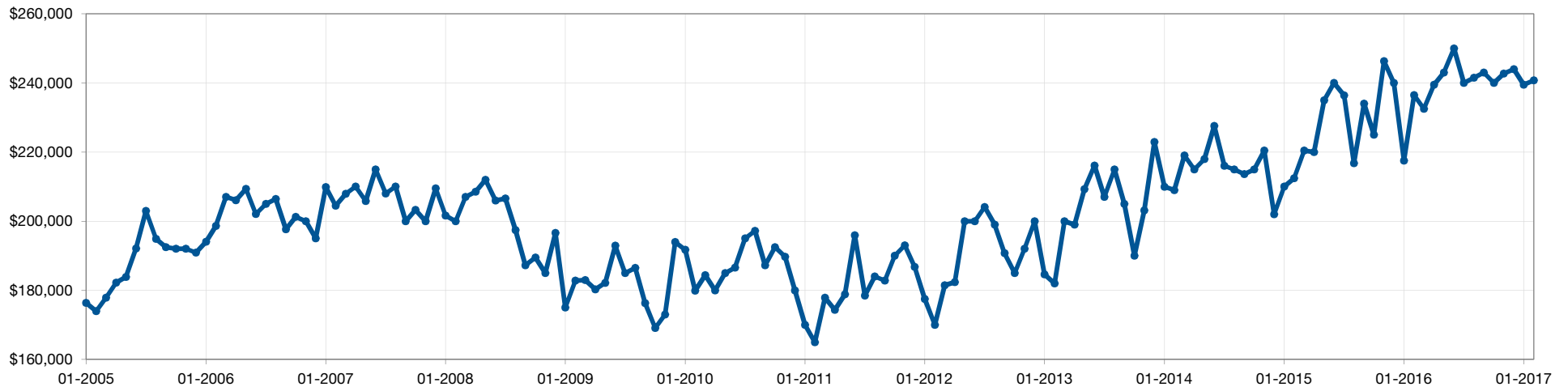
## Year to Date



	Median Sales Price	Prior Year	Percent Change
March 2016	\$232,539	\$220,420	+5.5%
April 2016	\$239,500	\$220,000	+8.9%
May 2016	\$243,000	\$235,000	+3.4%
June 2016	\$250,000	\$240,000	+4.2%
July 2016	\$240,000	\$236,415	+1.5%
August 2016	\$241,500	\$216,750	+11.4%
September 2016	\$243,000	\$234,000	+3.8%
October 2016	\$240,000	\$225,000	+6.7%
November 2016	\$242,710	\$246,270	-1.4%
December 2016	\$244,000	\$240,000	+1.7%
January 2017	\$239,500	\$217,500	+10.1%
<b>February 2017</b>	<b>\$240,750</b>	<b>\$236,484</b>	<b>+1.8%</b>
12-Month Med*	\$241,560	\$230,144	+5.0%

\* Median Sales Price of all properties from March 2016 through February 2017. This is not the median of the individual figures above.

## Historical Median Sales Price by Month

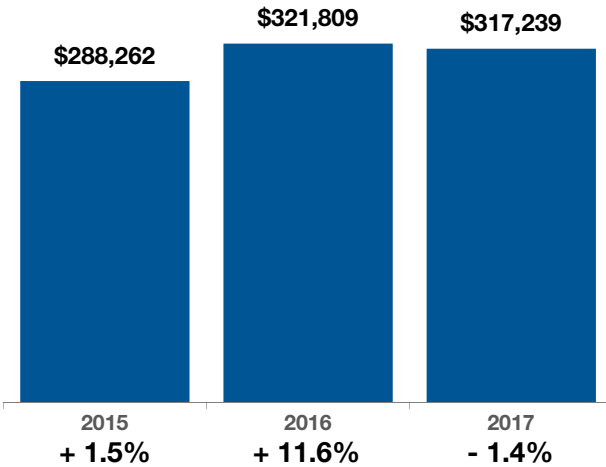


# Average Sales Price

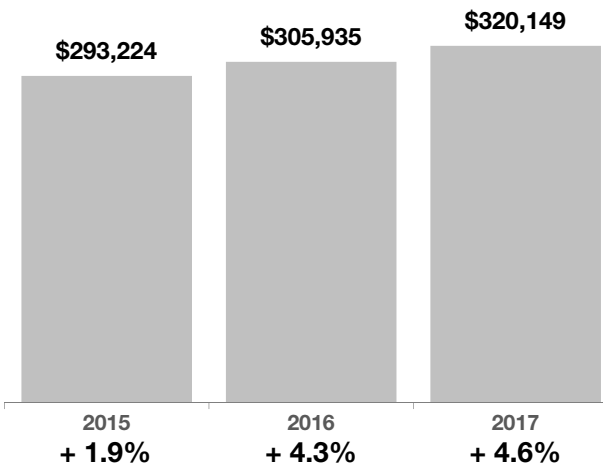
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February



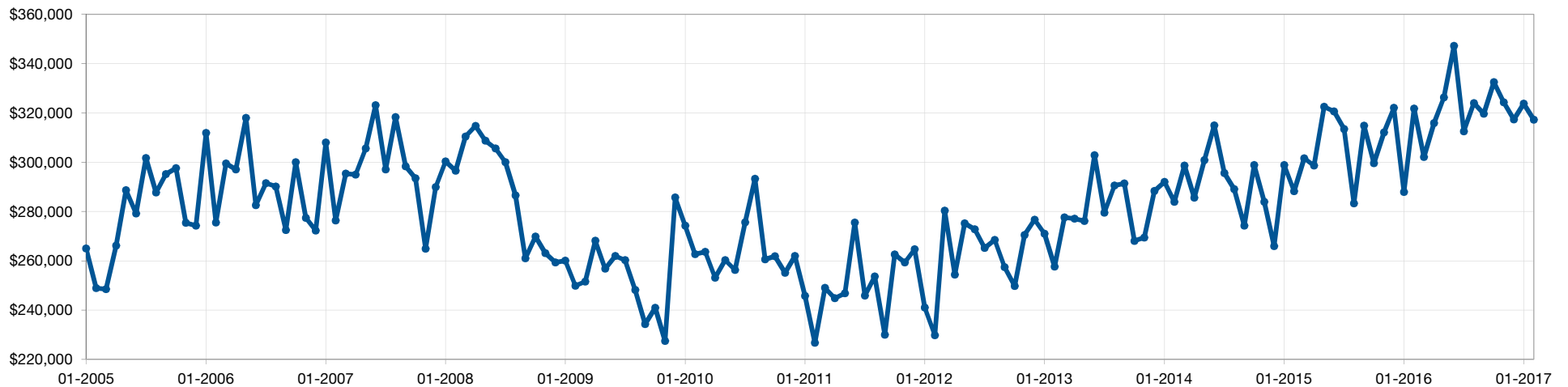
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
March 2016	\$302,114	\$301,557	+0.2%
April 2016	\$315,931	\$298,677	+5.8%
May 2016	\$326,279	\$322,452	+1.2%
June 2016	\$347,178	\$320,652	+8.3%
July 2016	\$312,499	\$313,421	-0.3%
August 2016	\$324,016	\$283,346	+14.4%
September 2016	\$319,651	\$314,837	+1.5%
October 2016	\$332,444	\$299,631	+11.0%
November 2016	\$324,258	\$312,093	+3.9%
December 2016	\$317,306	\$322,123	-1.5%
January 2017	\$323,711	\$287,971	+12.4%
<b>February 2017</b>	<b>\$317,239</b>	<b>\$321,809</b>	<b>-1.4%</b>
12-Month Avg*	\$321,885	\$308,214	+4.4%

\* Avg. Sales Price of all properties from March 2016 through February 2017. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



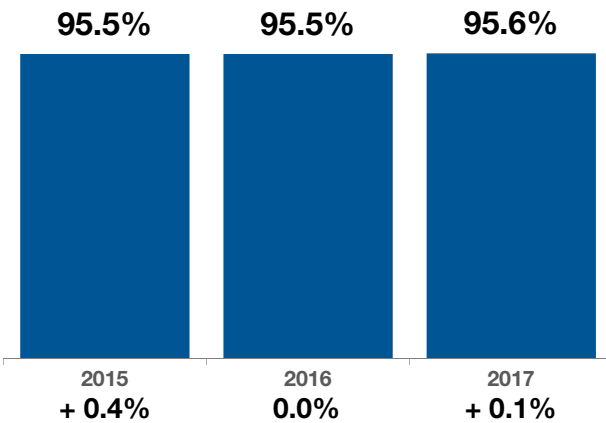


# Percent of Original List Price Received

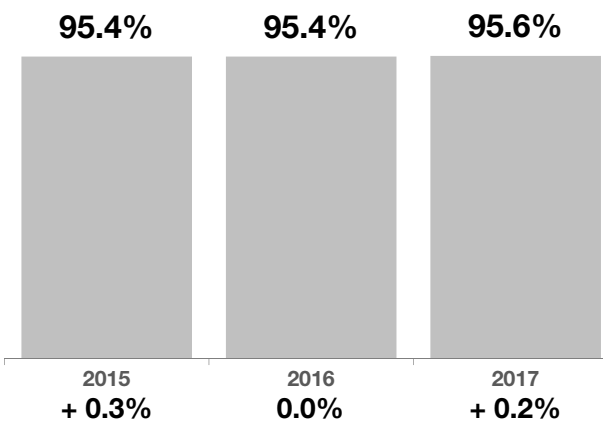
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February



## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
March 2016	96.0%	95.2%	+0.8%
April 2016	96.5%	96.1%	+0.4%
May 2016	96.7%	96.1%	+0.6%
June 2016	97.0%	96.5%	+0.5%
July 2016	96.8%	96.3%	+0.5%
August 2016	96.9%	96.2%	+0.7%
September 2016	96.8%	95.8%	+1.0%
October 2016	96.4%	95.8%	+0.6%
November 2016	96.3%	96.1%	+0.2%
December 2016	96.3%	95.7%	+0.6%
January 2017	95.6%	95.4%	+0.2%
<b>February 2017</b>	<b>95.6%</b>	<b>95.5%</b>	<b>+0.1%</b>
12-Month Avg*	96.5%	95.9%	+0.6%

\* Average Pct. of Orig. Price Received for all properties from March 2016 through February 2017. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month

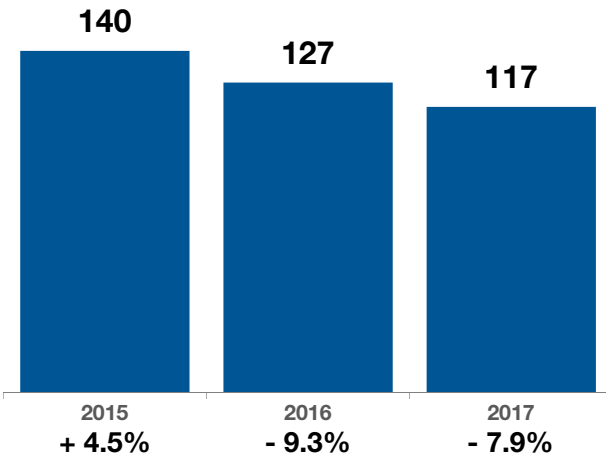


# Housing Affordability Index

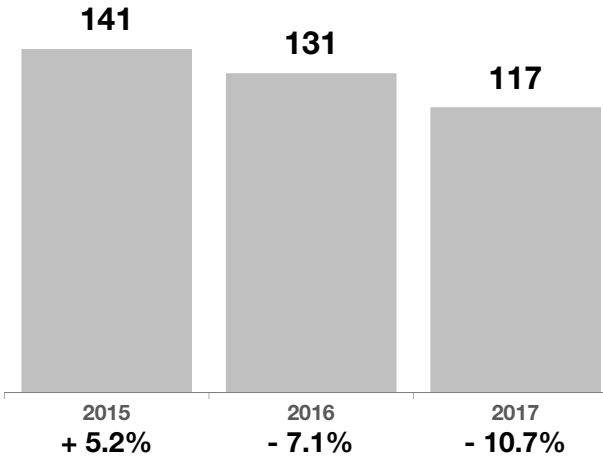
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## February



## Year to Date



	Affordability Index	Prior Year	Percent Change
March 2016	128	133	-3.8%
April 2016	125	135	-7.4%
May 2016	123	127	-3.1%
June 2016	121	122	-0.8%
July 2016	126	122	+3.3%
August 2016	126	134	-6.0%
September 2016	125	125	0.0%
October 2016	128	130	-1.5%
November 2016	119	118	+0.8%
December 2016	115	122	-5.7%
January 2017	118	133	-11.3%
<b>February 2017</b>	<b>117</b>	<b>127</b>	<b>-7.9%</b>
12-Month Avg	123	127	-3.7%

## Historical Housing Affordability Index by Month

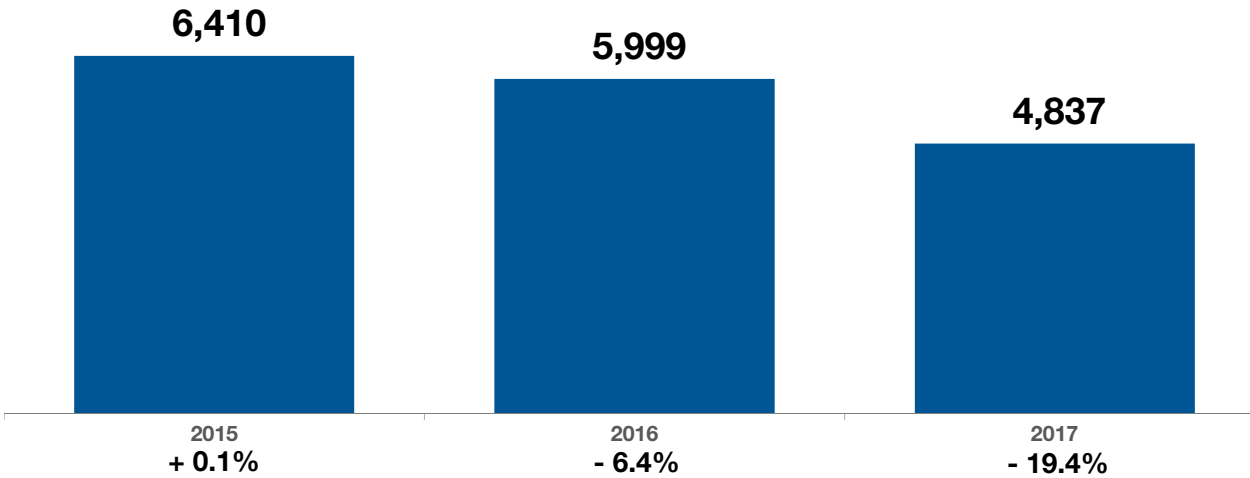


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



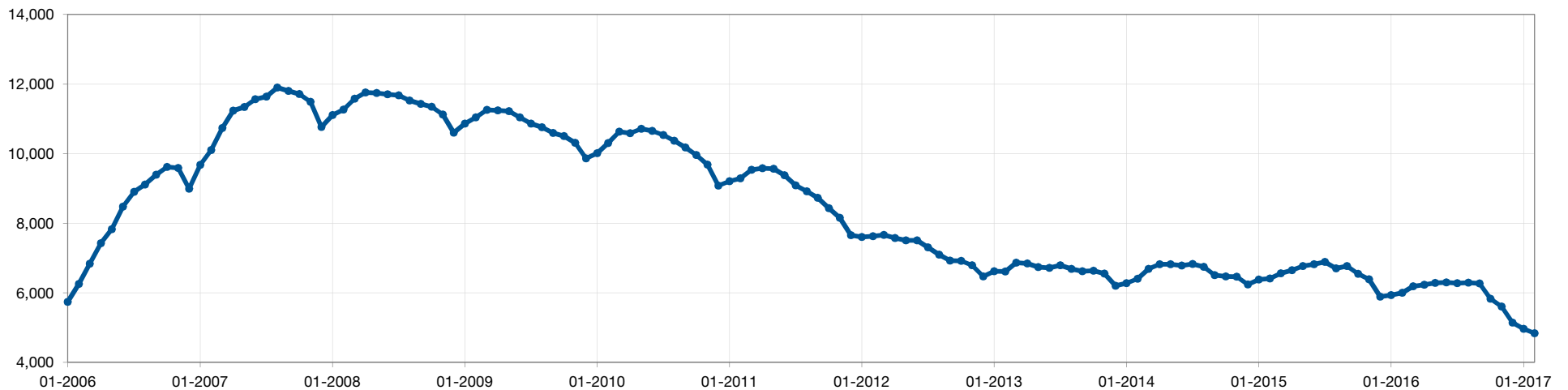
## February



	Homes for Sale	Prior Year	Percent Change
March 2016	6,185	6,559	-5.7%
April 2016	6,231	6,651	-6.3%
May 2016	6,282	6,768	-7.2%
June 2016	6,302	6,824	-7.6%
July 2016	6,280	6,886	-8.8%
August 2016	6,290	6,704	-6.2%
September 2016	6,267	6,772	-7.5%
October 2016	5,827	6,546	-11.0%
November 2016	5,610	6,387	-12.2%
December 2016	5,147	5,887	-12.6%
January 2017	4,966	5,938	-16.4%
<b>February 2017</b>	<b>4,837</b>	<b>5,999</b>	<b>-19.4%</b>
12-Month Avg*	5,852	5,969	-2.0%

\* Homes for Sale for all properties from March 2016 through February 2017. This is not the average of the individual figures above.

## Historical Inventory of Homes for Sale by Month

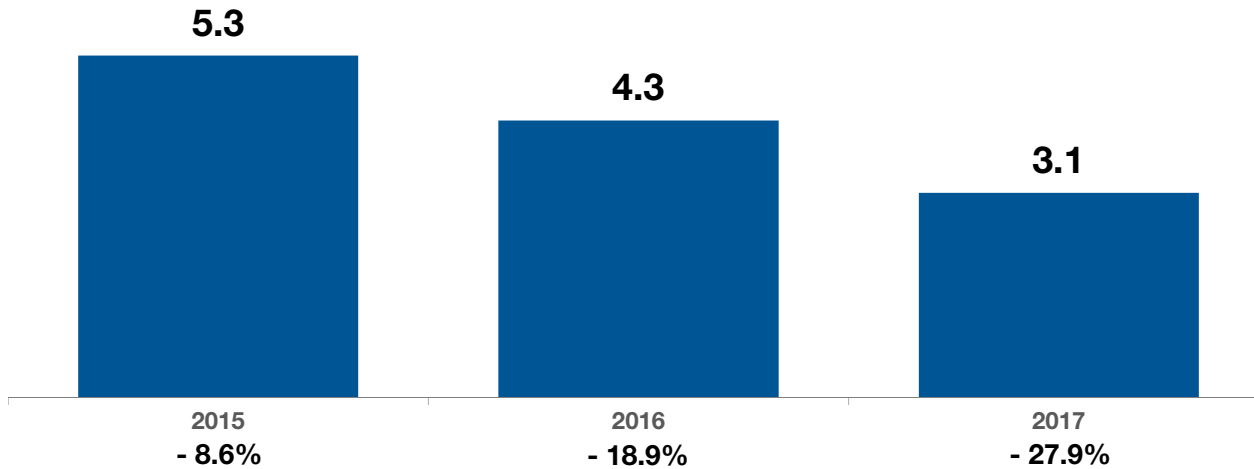


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



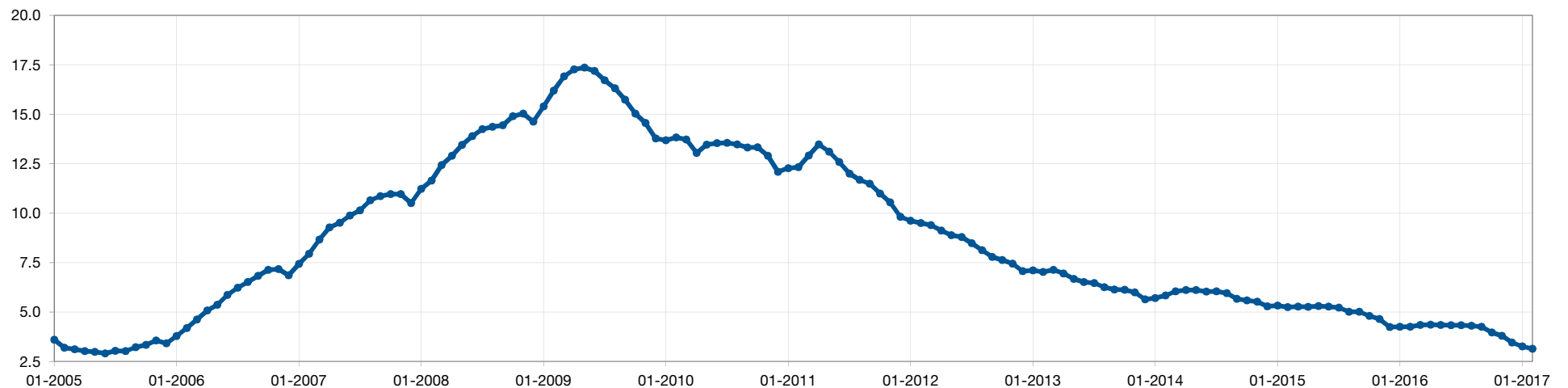
## February



Months Supply		Prior Year	Percent Change
March 2016	4.3	5.3	-18.9%
April 2016	4.4	5.3	-17.0%
May 2016	4.3	5.3	-18.9%
June 2016	4.3	5.3	-18.9%
July 2016	4.3	5.2	-17.3%
August 2016	4.3	5.0	-14.0%
September 2016	4.3	5.0	-14.0%
October 2016	4.0	4.8	-16.7%
November 2016	3.8	4.6	-17.4%
December 2016	3.5	4.2	-16.7%
January 2017	3.3	4.3	-23.3%
<b>February 2017</b>	<b>3.1</b>	<b>4.3</b>	<b>-27.9%</b>
12-Month Avg*	4.0	4.9	-18.4%

\* Months Supply for all properties from March 2016 through February 2017. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



## February 2017

Anecdotal evidence indicates that it's becoming tougher to buy a home. Never mind the usual, though apt, concerns about lower affordability amidst rising prices. With the huge amount of demand for a limited set of properties, competition is becoming the biggest obstacle. For the 12-month period spanning March 2016 through February 2017, Pending Sales in the state of South Carolina were up 9.1 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 19.7 percent.

The overall Median Sales Price were up 5.0 percent to \$241,560. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 3.9 percent to \$255,101. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 42 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 80 days.

Market-wide, inventory levels were down 19.4 percent. The property type that lost the least inventory was the Condos segment, where it decreased 17.4 percent. That amounts to 3.1 months supply for Single-Family homes and 3.1 months supply for Condos.

## Quick Facts

**+ 19.7%**

**+ 15.1%**

**+ 20.1%**

Price Range With the  
Strongest Sales:  
**\$200,001 to \$300,000**

Bedroom Count With  
Strongest Sales:  
**2 Bedrooms or Less**

Property Type With  
Strongest Sales:  
**Condos**

Pending Sales	<b>2</b>
Days on Market Until Sale	<b>3</b>
Median Sales Price	<b>4</b>
Percent of Original List Price Received	<b>5</b>
Inventory of Homes for Sale	<b>6</b>
Months Supply of Inventory	<b>7</b>



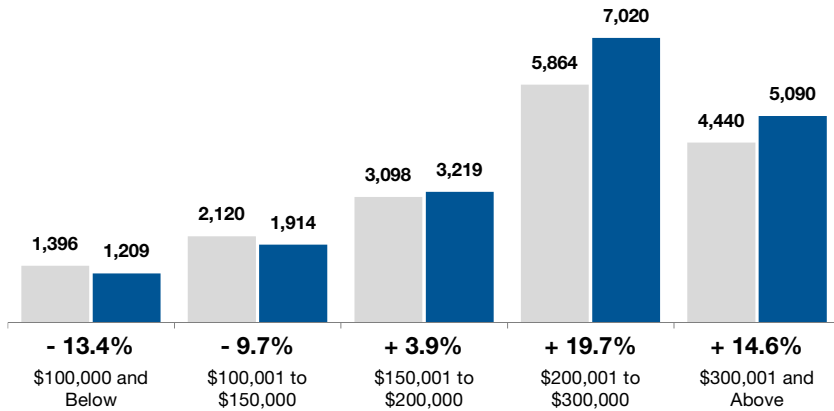
# Pending Sales

A count of properties on which offers have been accepted. Based on a rolling 12-month total.



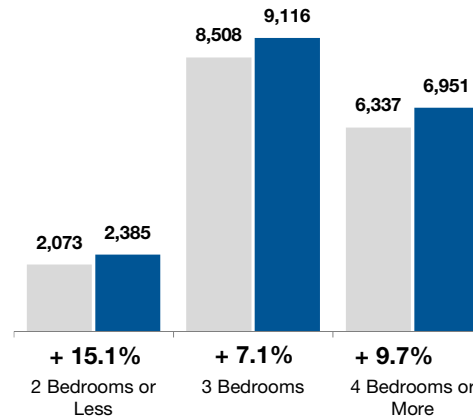
## By Price Range

■ 2-2016 ■ 2-2017



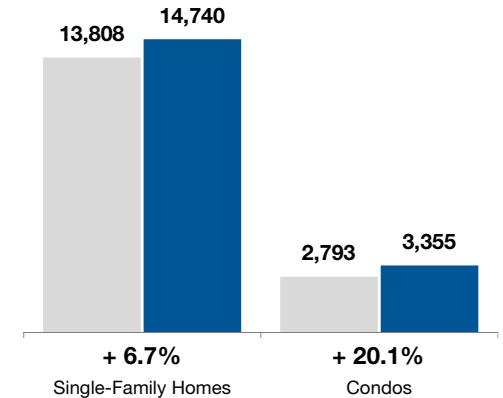
## By Bedroom Count

■ 2-2016 ■ 2-2017



## By Property Type

■ 2-2016 ■ 2-2017



### All Properties

#### By Price Range

	2-2016	2-2017	Change
\$100,000 and Below	1,396	1,209	- 13.4%
\$100,001 to \$150,000	2,120	1,914	- 9.7%
\$150,001 to \$200,000	3,098	3,219	+ 3.9%
\$200,001 to \$300,000	5,864	7,020	+ 19.7%
\$300,001 and Above	4,440	5,090	+ 14.6%
<b>All Price Ranges</b>	<b>16,918</b>	<b>18,452</b>	<b>+ 9.1%</b>

### Single-Family Homes

	2-2016	2-2017	Change
955	710	- 25.7%	
1,322	1,087	- 17.8%	
2,425	2,436	+ 0.5%	
5,219	6,087	+ 16.6%	
3,887	4,420	+ 13.7%	
<b>13,808</b>	<b>14,740</b>	<b>+ 6.7%</b>	

### Condos

	2-2016	2-2017	Change
245	282	+ 15.1%	
715	741	+ 3.6%	
654	754	+ 15.3%	
631	912	+ 44.5%	
548	666	+ 21.5%	
<b>2,793</b>	<b>3,355</b>	<b>+ 20.1%</b>	

#### By Bedroom Count

	2-2016	2-2017	Change
2 Bedrooms or Less	2,073	2,385	+ 15.1%
3 Bedrooms	8,508	9,116	+ 7.1%
4 Bedrooms or More	6,337	6,951	+ 9.7%
<b>All Bedroom Counts</b>	<b>16,918</b>	<b>18,452</b>	<b>+ 9.1%</b>

	2-2016	2-2017	Change
577	640	+ 10.9%	
7,128	7,430	+ 4.2%	
6,103	6,670	+ 9.3%	
<b>13,808</b>	<b>14,740</b>	<b>+ 6.7%</b>	

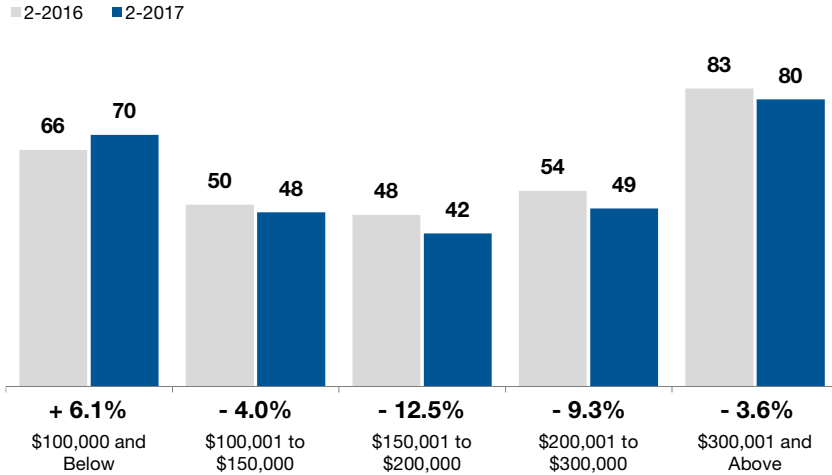
	2-2016	2-2017	Change
1,415	1,656	+ 17.0%	
1,222	1,498	+ 22.6%	
156	201	+ 28.8%	
<b>2,793</b>	<b>3,355</b>	<b>+ 20.1%</b>	

# Days on Market Until Sale

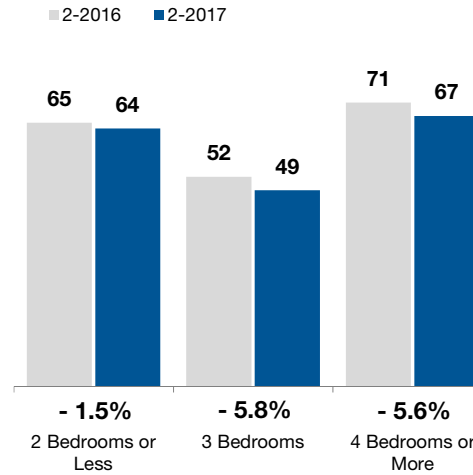
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



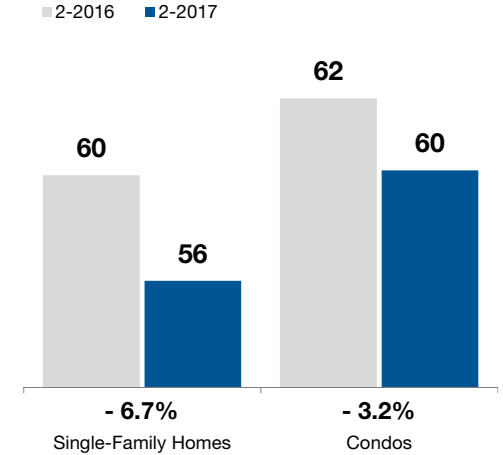
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

#### By Price Range

	2-2016	2-2017	Change
\$100,000 and Below	66	70	+ 6.1%
\$100,001 to \$150,000	50	48	- 4.0%
\$150,001 to \$200,000	48	42	- 12.5%
\$200,001 to \$300,000	54	49	- 9.3%
\$300,001 and Above	83	80	- 3.6%
<b>All Price Ranges</b>	<b>61</b>	<b>58</b>	<b>- 4.9%</b>

### Single-Family Homes

	2-2016	2-2017	Change
2 Bedrooms or Less	65	64	- 1.5%
3 Bedrooms	52	49	- 5.8%
4 Bedrooms or More	71	67	- 5.6%
<b>All Single-Family Homes</b>	<b>60</b>	<b>56</b>	<b>- 6.7%</b>

### Condos

	2-2016	2-2017	Change
\$100,000 and Below	60	64	+ 6.7%
\$100,001 to \$150,000	46	40	- 13.0%
\$150,001 to \$200,000	48	41	- 14.6%
\$200,001 to \$300,000	54	49	- 9.3%
\$300,001 and Above	81	78	- 3.7%
<b>All Condos</b>	<b>62</b>	<b>60</b>	<b>- 3.2%</b>

#### By Bedroom Count

	2-2016	2-2017	Change
2 Bedrooms or Less	65	64	- 1.5%
3 Bedrooms	52	49	- 5.8%
4 Bedrooms or More	71	67	- 5.6%
<b>All Bedroom Counts</b>	<b>61</b>	<b>58</b>	<b>- 4.9%</b>

	2-2016	2-2017	Change
2 Bedrooms or Less	64	57	- 10.9%
3 Bedrooms	50	47	- 6.0%
4 Bedrooms or More	71	67	- 5.6%
<b>All Single-Family Homes</b>	<b>60</b>	<b>56</b>	<b>- 6.7%</b>

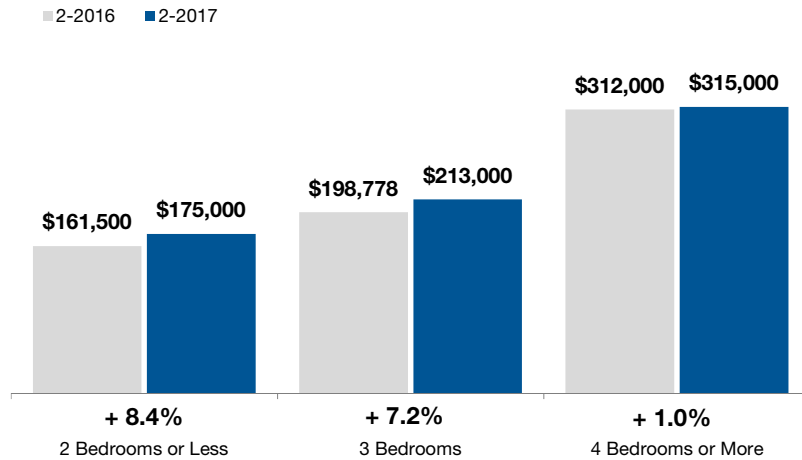
	2-2016	2-2017	Change
\$100,000 and Below	60	64	+ 6.7%
\$100,001 to \$150,000	55	59	+ 7.3%
\$150,001 to \$200,000	45	45	0.0%
\$200,001 to \$300,000	60	51	- 15.0%
\$300,001 and Above	96	89	- 7.3%
<b>All Condos</b>	<b>62</b>	<b>60</b>	<b>- 3.2%</b>

# Median Sales Price

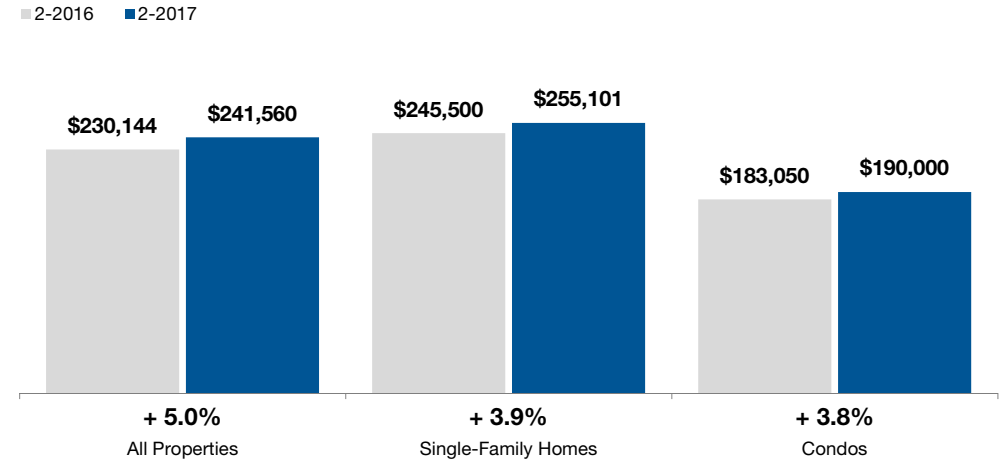
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Bedroom Count



## By Property Type



### All Properties

By Bedroom Count	2-2016	2-2017	Change
2 Bedrooms or Less	\$161,500	\$175,000	+ 8.4%
3 Bedrooms	\$198,778	\$213,000	+ 7.2%
4 Bedrooms or More	\$312,000	\$315,000	+ 1.0%
<b>All Bedroom Counts</b>	<b>\$230,144</b>	<b>\$241,560</b>	<b>+ 5.0%</b>

### Single-Family Homes

2-2016	2-2017	Change	2-2016	2-2017	Change
\$193,500	\$220,000	+ 13.7%	\$158,000	\$170,000	+ 7.6%
\$200,732	\$217,500	+ 8.4%	\$198,650	\$210,000	+ 5.7%
\$315,000	\$317,115	+ 0.7%	\$315,000	\$334,050	+ 6.0%
<b>\$245,500</b>	<b>\$255,101</b>	<b>+ 3.9%</b>	<b>\$183,050</b>	<b>\$190,000</b>	<b>+ 3.8%</b>

### Condos

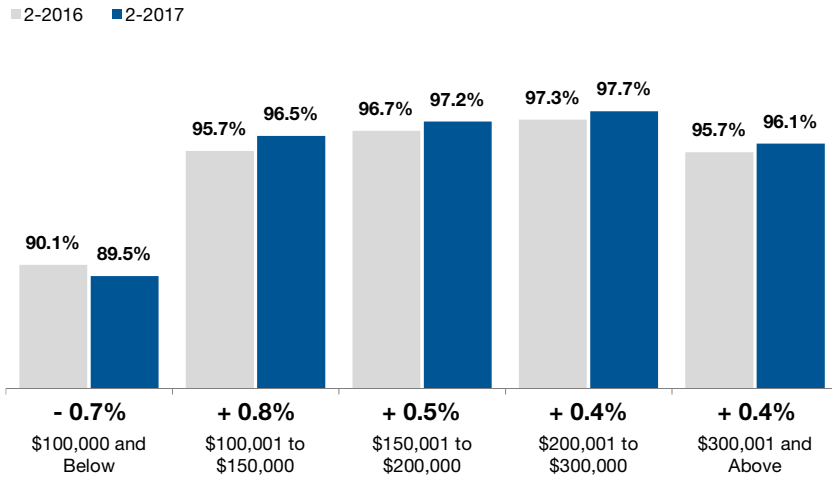


# Percent of Original List Price Received

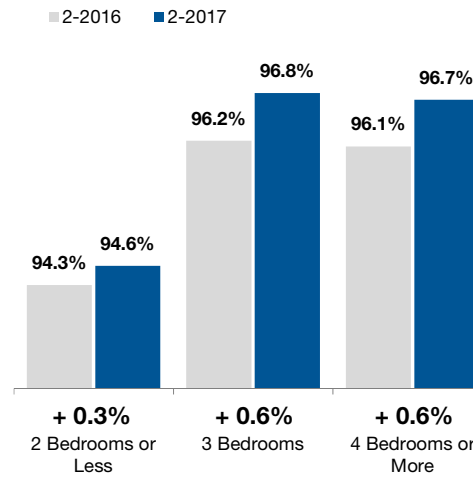
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



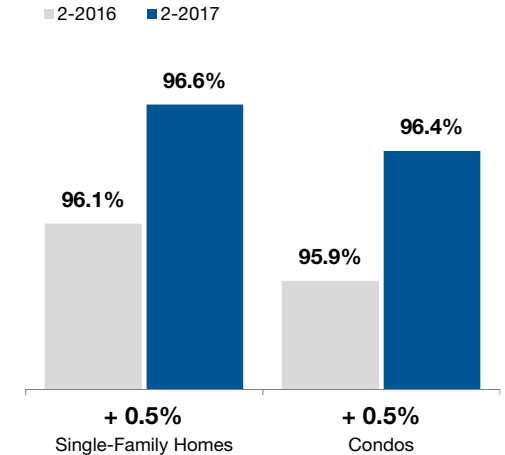
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	2-2016	2-2017	Change
\$100,000 and Below	90.1%	89.5%	- 0.7%
\$100,001 to \$150,000	95.7%	96.5%	+ 0.8%
\$150,001 to \$200,000	96.7%	97.2%	+ 0.5%
\$200,001 to \$300,000	97.3%	97.7%	+ 0.4%
\$300,001 and Above	95.7%	96.1%	+ 0.4%
<b>All Price Ranges</b>	<b>95.9%</b>	<b>96.5%</b>	<b>+ 0.6%</b>

### Single-Family Homes

2-2016	2-2017	Change
90.4%	89.2%	- 1.3%
95.6%	96.3%	+ 0.7%
96.7%	97.2%	+ 0.5%
97.3%	97.8%	+ 0.5%
95.7%	96.0%	+ 0.3%
<b>96.1%</b>	<b>96.6%</b>	<b>+ 0.5%</b>

### Condos

2-2016	2-2017	Change
91.9%	91.9%	0.0%
96.3%	97.0%	+ 0.7%
96.8%	97.1%	+ 0.3%
96.8%	97.1%	+ 0.3%
95.0%	96.3%	+ 1.4%
<b>95.9%</b>	<b>96.4%</b>	<b>+ 0.5%</b>

## By Bedroom Count

2-2016	2-2017	Change
94.3%	94.6%	+ 0.3%
96.2%	96.8%	+ 0.6%
96.2%	96.7%	+ 0.6%
<b>95.9%</b>	<b>96.5%</b>	<b>+ 0.6%</b>

2-2016	2-2017	Change
94.3%	94.0%	- 0.3%
96.2%	96.8%	+ 0.6%
96.2%	96.7%	+ 0.5%
<b>96.1%</b>	<b>96.6%</b>	<b>+ 0.5%</b>

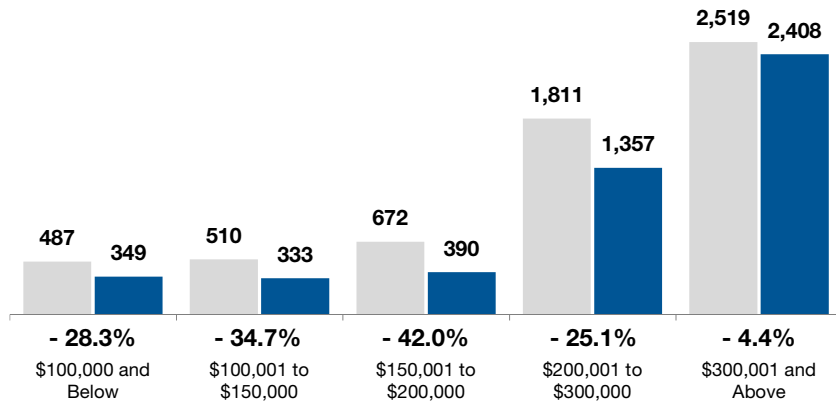
# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



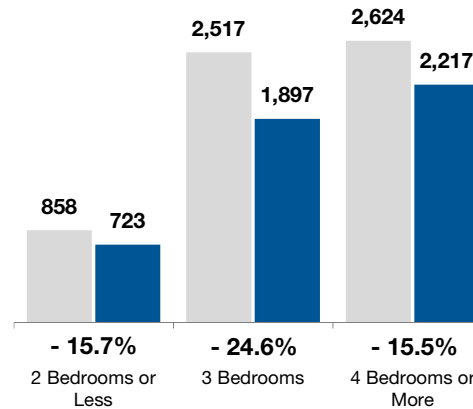
## By Price Range

■ 2-2016 ■ 2-2017



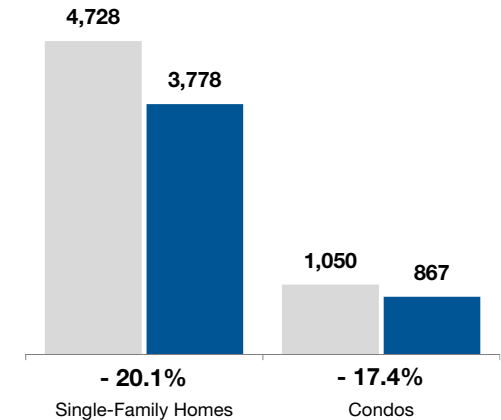
## By Bedroom Count

■ 2-2016 ■ 2-2017



## By Property Type

■ 2-2016 ■ 2-2017



### All Properties

By Price Range	2-2016	2-2017	Change
\$100,000 and Below	487	349	- 28.3%
\$100,001 to \$150,000	510	333	- 34.7%
\$150,001 to \$200,000	672	390	- 42.0%
\$200,001 to \$300,000	1,811	1,357	- 25.1%
\$300,001 and Above	2,519	2,408	- 4.4%
<b>All Price Ranges</b>	<b>5,999</b>	<b>4,837</b>	<b>- 19.4%</b>

### Single-Family Homes

2-2016	2-2017	Change	2-2016	2-2017	Change
273	187	- 31.5%	85	54	- 36.5%
260	167	- 35.8%	204	121	- 40.7%
502	241	- 52.0%	148	125	- 15.5%
1,566	1,149	- 26.6%	232	198	- 14.7%
2,127	2,034	- 4.4%	381	369	- 3.1%
<b>4,728</b>	<b>3,778</b>	<b>- 20.1%</b>	<b>1,050</b>	<b>867</b>	<b>- 17.4%</b>

### Condos

By Bedroom Count	2-2016	2-2017	Change
2 Bedrooms or Less	858	723	- 15.7%
3 Bedrooms	2,517	1,897	- 24.6%
4 Bedrooms or More	2,624	2,217	- 15.5%
<b>All Bedroom Counts</b>	<b>5,999</b>	<b>4,837</b>	<b>- 19.4%</b>

2-2016	2-2017	Change	2-2016	2-2017	Change
205	191	- 6.8%	566	468	- 17.3%
1,994	1,471	- 26.2%	426	332	- 22.1%
2,529	2,116	- 16.3%	58	67	+ 15.5%
<b>4,728</b>	<b>3,778</b>	<b>- 20.1%</b>	<b>1,050</b>	<b>867</b>	<b>- 17.4%</b>

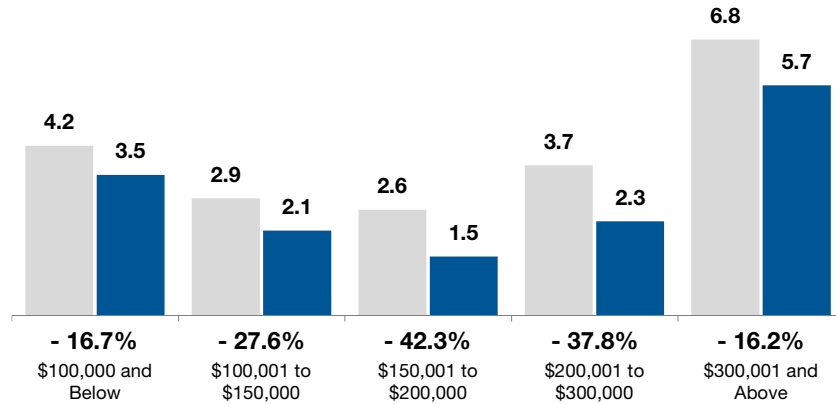
# Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months. **Based on one month of activity.**



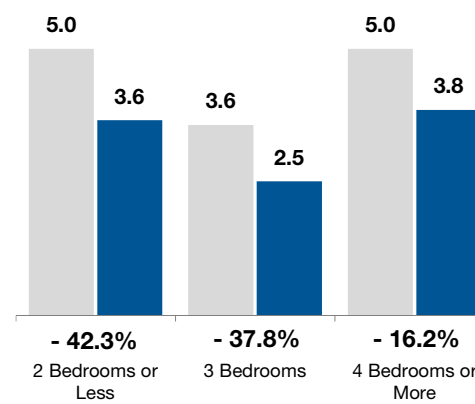
## By Price Range

■ 2-2016 ■ 2-2017



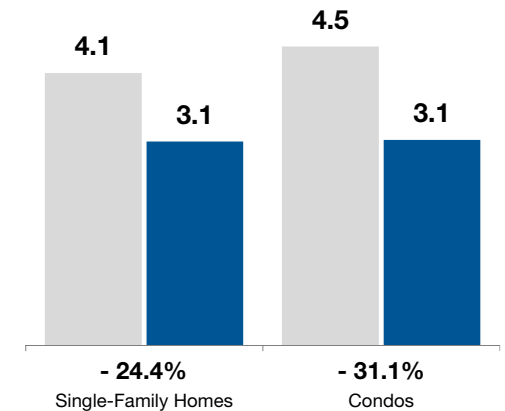
## By Bedroom Count

■ 2-2016 ■ 2-2017



## By Property Type

■ 2-2016 ■ 2-2017



### All Properties

By Price Range	2-2016	2-2017	Change
\$100,000 and Below	4.2	3.5	- 16.7%
\$100,001 to \$150,000	2.9	2.1	- 27.6%
\$150,001 to \$200,000	2.6	1.5	- 42.3%
\$200,001 to \$300,000	3.7	2.3	- 37.8%
\$300,001 and Above	6.8	5.7	- 16.2%
<b>All Price Ranges</b>	<b>4.3</b>	<b>3.1</b>	<b>- 27.9%</b>

### Single-Family Homes

2-2016	2-2017	Change	2-2016	2-2017	Change
3.4	3.2	- 5.9%	4.2	2.3	- 45.2%
2.4	1.8	- 25.0%	3.4	2.0	- 41.2%
2.5	1.2	- 52.0%	2.7	2.0	- 25.9%
3.6	2.3	- 36.1%	4.4	2.6	- 40.9%
6.6	5.5	- 16.7%	8.3	6.6	- 20.5%
<b>4.1</b>	<b>3.1</b>	<b>- 24.4%</b>	<b>4.5</b>	<b>3.1</b>	<b>- 31.1%</b>

### Condos

By Bedroom Count	2-2016	2-2017	Change
2 Bedrooms or Less	5.0	3.6	- 42.3%
3 Bedrooms	3.6	2.5	- 37.8%
4 Bedrooms or More	5.0	3.8	- 16.2%
<b>All Bedroom Counts</b>	<b>4.3</b>	<b>3.1</b>	<b>- 27.9%</b>

2-2016	2-2017	Change	2-2016	2-2017	Change
4.3	3.6	- 52.0%	4.8	3.4	- 25.9%
3.4	2.4	- 36.1%	4.2	2.7	- 40.9%
5.0	3.8	- 16.7%	4.5	4.0	- 20.5%
<b>4.1</b>	<b>3.1</b>	<b>- 24.4%</b>	<b>4.5</b>	<b>3.1</b>	<b>- 31.1%</b>

# Local Market Update – February 2017

A Research Tool Provided by the Charleston Trident Association of REALTORS®



## Berkeley County

County: BER

### Single-Family Detached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	367	<b>452</b>	+ 23.2%	761	<b>863</b>	+ 13.4%
Closed Sales	236	<b>297</b>	+ 25.8%	447	<b>555</b>	+ 24.2%
Median Sales Price*	\$210,500	<b>\$230,000</b>	+ 9.3%	\$207,500	<b>\$230,000</b>	+ 10.8%
Average Sales Price*	\$252,008	<b>\$263,284</b>	+ 4.5%	\$244,298	<b>\$255,012</b>	+ 4.4%
Percent of Original List Price Received*	97.3%	<b>97.0%</b>	- 0.3%	96.9%	<b>97.2%</b>	+ 0.3%
Days on Market Until Sale	62	<b>49</b>	- 21.0%	56	<b>48</b>	- 14.3%
Inventory of Homes for Sale	1,052	<b>844</b>	- 19.8%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

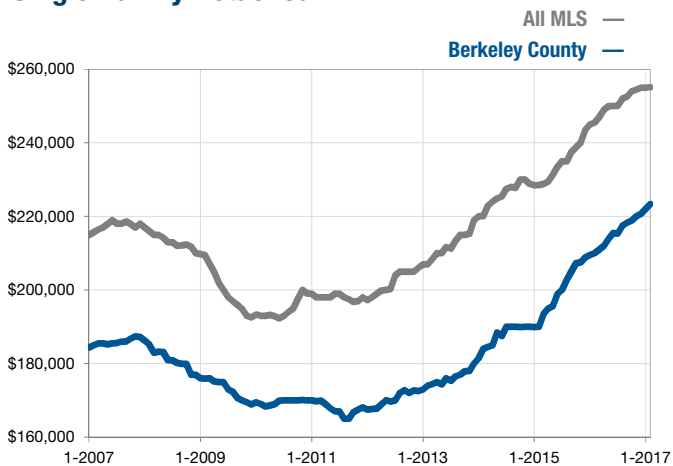
### Townhouse-Condo Attached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	61	<b>78</b>	+ 27.9%	95	<b>163</b>	+ 71.6%
Closed Sales	23	<b>36</b>	+ 56.5%	50	<b>73</b>	+ 46.0%
Median Sales Price*	\$135,000	<b>\$134,500</b>	- 0.4%	\$136,062	<b>\$140,000</b>	+ 2.9%
Average Sales Price*	\$192,276	<b>\$160,410</b>	- 16.6%	\$206,085	<b>\$182,173</b>	- 11.6%
Percent of Original List Price Received*	96.7%	<b>97.7%</b>	+ 1.0%	97.5%	<b>97.6%</b>	+ 0.1%
Days on Market Until Sale	46	<b>66</b>	+ 43.5%	55	<b>59</b>	+ 7.3%
Inventory of Homes for Sale	145	<b>152</b>	+ 4.8%	--	--	--

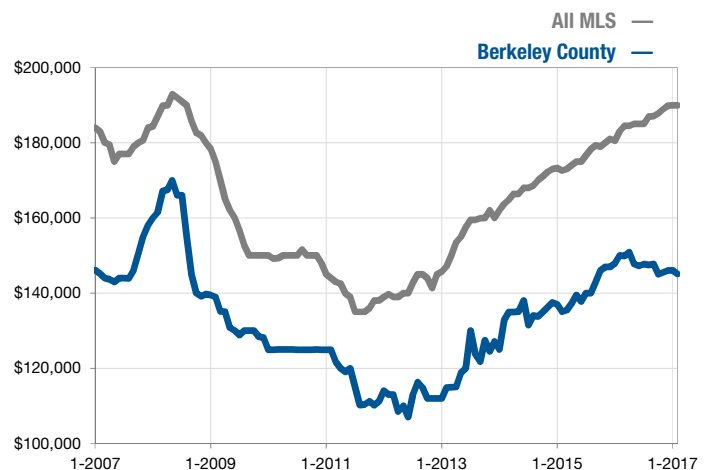
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

A Research Tool Provided by the Charleston Trident Association of REALTORS®



## Charleston County

County: CHS

### Single-Family Detached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	823	764	- 7.2%	1,508	1,547	+ 2.6%
Closed Sales	457	477	+ 4.4%	831	846	+ 1.8%
Median Sales Price*	\$309,000	\$337,500	+ 9.2%	\$310,000	\$339,500	+ 9.5%
Average Sales Price*	\$434,628	\$438,964	+ 1.0%	\$419,884	\$453,103	+ 7.9%
Percent of Original List Price Received*	95.4%	95.2%	- 0.2%	95.2%	95.0%	- 0.2%
Days on Market Until Sale	72	75	+ 4.2%	68	75	+ 10.3%
Inventory of Homes for Sale	2,401	1,955	- 18.6%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

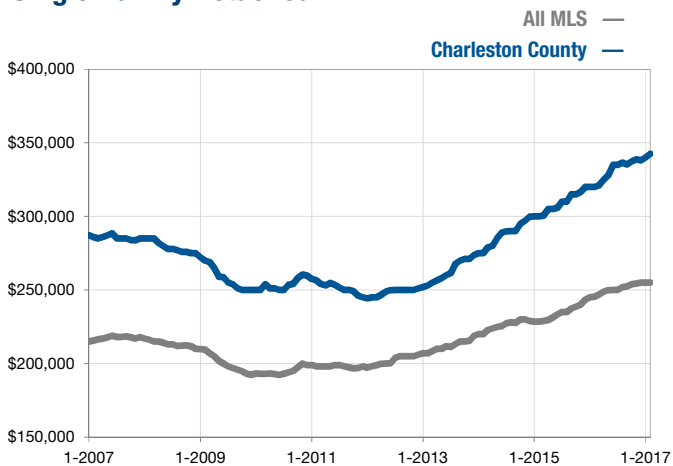
### Townhouse-Condo Attached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	256	280	+ 9.4%	489	495	+ 1.2%
Closed Sales	144	166	+ 15.3%	263	295	+ 12.2%
Median Sales Price*	\$237,900	\$226,442	- 4.8%	\$207,000	\$224,500	+ 8.5%
Average Sales Price*	\$308,940	\$296,301	- 4.1%	\$279,232	\$295,366	+ 5.8%
Percent of Original List Price Received*	95.1%	95.7%	+ 0.6%	95.0%	95.6%	+ 0.6%
Days on Market Until Sale	76	74	- 2.6%	72	72	0.0%
Inventory of Homes for Sale	755	633	- 16.2%	--	--	--

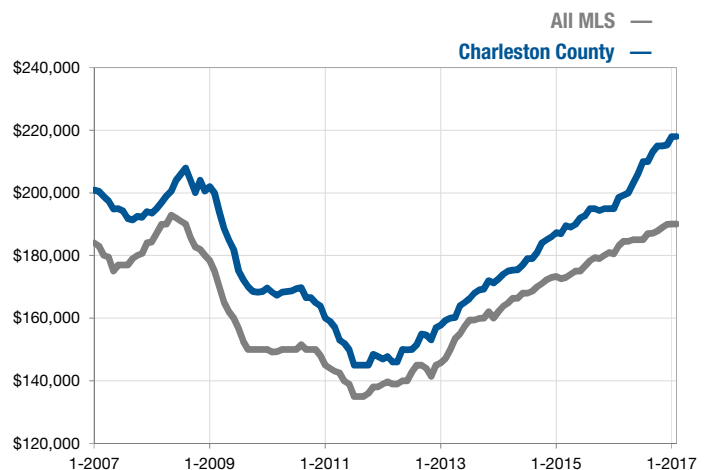
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

A Research Tool Provided by the Charleston Trident Association of REALTORS®



## Colleton County

Area 82

Single-Family Detached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	30	<b>23</b>	- 23.3%	65	<b>50</b>	- 23.1%
Closed Sales	15	<b>13</b>	- 13.3%	30	<b>19</b>	- 36.7%
Median Sales Price*	\$105,000	<b>\$89,000</b>	- 15.2%	\$105,000	<b>\$112,000</b>	+ 6.7%
Average Sales Price*	\$134,007	<b>\$116,885</b>	- 12.8%	\$122,952	<b>\$122,000</b>	- 0.8%
Percent of Original List Price Received*	90.3%	<b>81.3%</b>	- 10.0%	90.8%	<b>84.3%</b>	- 7.2%
Days on Market Until Sale	112	<b>188</b>	+ 67.9%	129	<b>168</b>	+ 30.2%
Inventory of Homes for Sale	166	<b>149</b>	- 10.2%	--	--	--

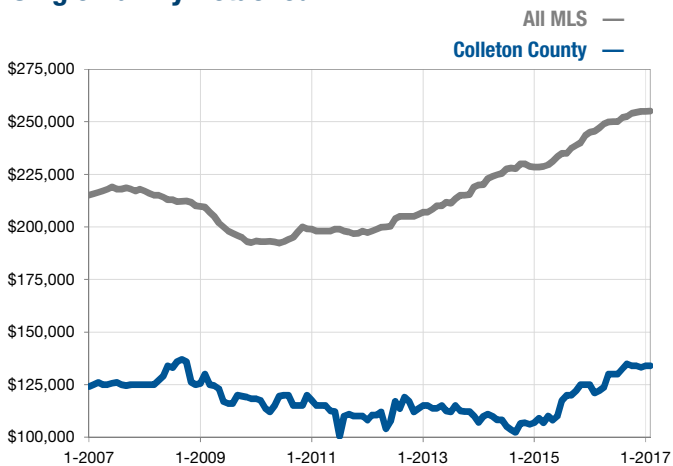
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	0	<b>0</b>	--	0	<b>0</b>	--
Closed Sales	0	<b>0</b>	--	0	<b>0</b>	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of Original List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	<b>0</b>	--	0	<b>0</b>	--
Inventory of Homes for Sale	0	<b>0</b>	--	--	--	--

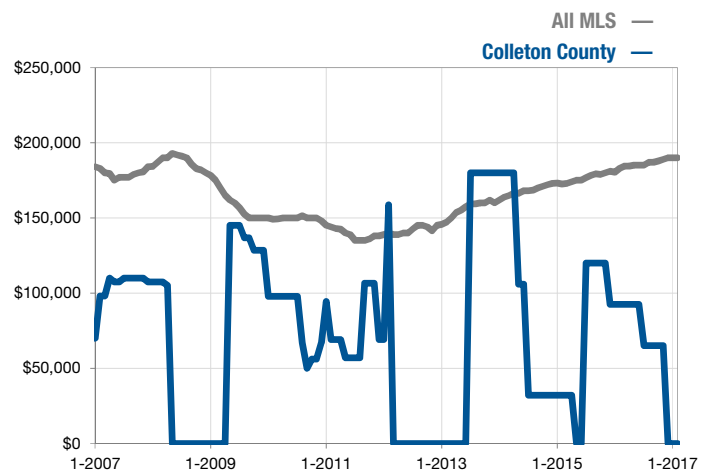
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

A Research Tool Provided by the Charleston Trident Association of REALTORS®



## Daniel Island

Area 77

### Single-Family Detached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	25	<b>29</b>	+ 16.0%	48	<b>67</b>	+ 39.6%
Closed Sales	11	<b>10</b>	- 9.1%	19	<b>18</b>	- 5.3%
Median Sales Price*	\$784,000	<b>\$981,015</b>	+ 25.1%	\$707,764	<b>\$826,092</b>	+ 16.7%
Average Sales Price*	\$923,389	<b>\$1,022,871</b>	+ 10.8%	\$851,823	<b>\$880,224</b>	+ 3.3%
Percent of Original List Price Received*	96.6%	<b>98.2%</b>	+ 1.7%	95.5%	<b>98.6%</b>	+ 3.2%
Days on Market Until Sale	46	<b>87</b>	+ 89.1%	60	<b>69</b>	+ 15.0%
Inventory of Homes for Sale	60	<b>88</b>	+ 46.7%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

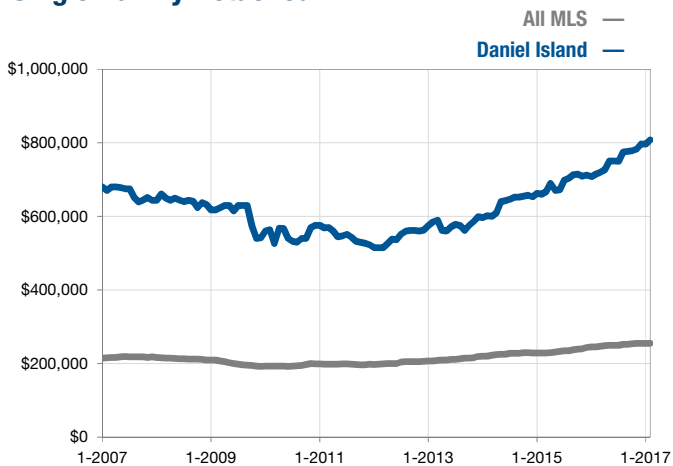
### Townhouse-Condo Attached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	14	<b>25</b>	+ 78.6%	25	<b>46</b>	+ 84.0%
Closed Sales	6	<b>5</b>	- 16.7%	12	<b>13</b>	+ 8.3%
Median Sales Price*	\$256,750	<b>\$345,000</b>	+ 34.4%	\$314,500	<b>\$395,000</b>	+ 25.6%
Average Sales Price*	\$357,250	<b>\$322,700</b>	- 9.7%	\$398,005	<b>\$380,654</b>	- 4.4%
Percent of Original List Price Received*	95.9%	<b>98.4%</b>	+ 2.6%	95.2%	<b>97.8%</b>	+ 2.7%
Days on Market Until Sale	40	<b>12</b>	- 70.0%	53	<b>24</b>	- 54.7%
Inventory of Homes for Sale	40	<b>54</b>	+ 35.0%	--	--	--

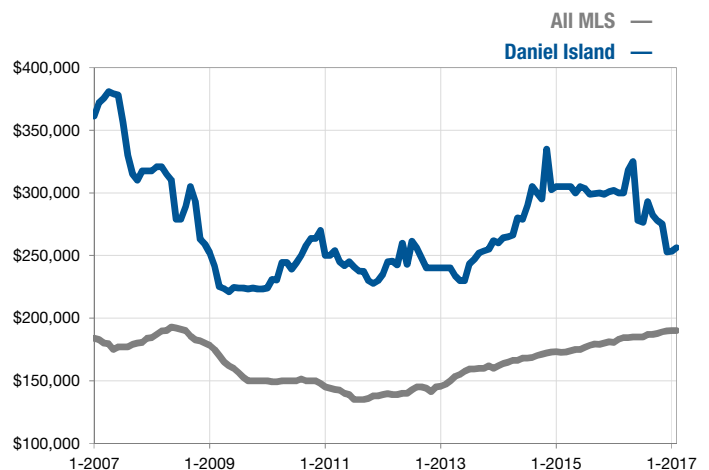
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

A Research Tool Provided by the Charleston Trident Association of REALTORS®



## Dorchester County

County: DOR

### Single-Family Detached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	314	<b>308</b>	- 1.9%	558	<b>586</b>	+ 5.0%
Closed Sales	153	<b>201</b>	+ 31.4%	305	<b>363</b>	+ 19.0%
Median Sales Price*	\$202,340	<b>\$212,000</b>	+ 4.8%	\$195,000	<b>\$212,450</b>	+ 8.9%
Average Sales Price*	\$215,197	<b>\$229,624</b>	+ 6.7%	\$212,486	<b>\$230,370</b>	+ 8.4%
Percent of Original List Price Received*	95.7%	<b>96.3%</b>	+ 0.6%	95.9%	<b>96.2%</b>	+ 0.3%
Days on Market Until Sale	68	<b>64</b>	- 5.9%	72	<b>61</b>	- 15.3%
Inventory of Homes for Sale	856	<b>585</b>	- 31.7%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

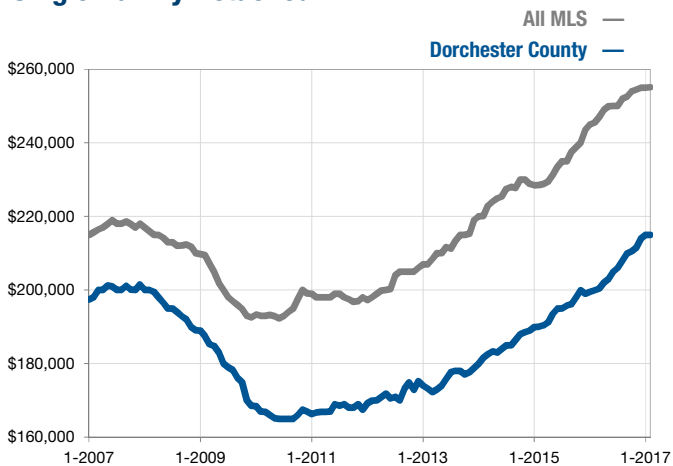
### Townhouse-Condo Attached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	42	<b>35</b>	- 16.7%	85	<b>68</b>	- 20.0%
Closed Sales	26	<b>27</b>	+ 3.8%	44	<b>49</b>	+ 11.4%
Median Sales Price*	\$139,537	<b>\$136,900</b>	- 1.9%	\$138,250	<b>\$137,475</b>	- 0.6%
Average Sales Price*	\$131,989	<b>\$133,395</b>	+ 1.1%	\$134,473	<b>\$139,292</b>	+ 3.6%
Percent of Original List Price Received*	96.4%	<b>97.2%</b>	+ 0.8%	95.4%	<b>97.5%</b>	+ 2.2%
Days on Market Until Sale	67	<b>61</b>	- 9.0%	77	<b>57</b>	- 26.0%
Inventory of Homes for Sale	108	<b>48</b>	- 55.6%	--	--	--

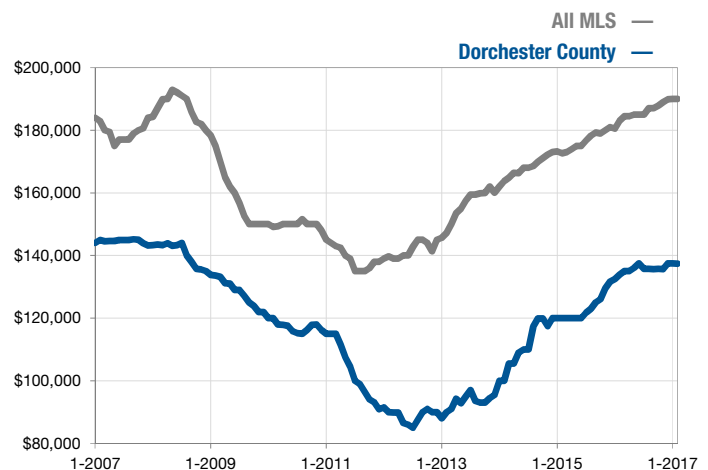
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached





# Local Market Update – February 2017

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## Dorchester Road Corridor

Area 61

Single-Family Detached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	98	92	- 6.1%	176	176	0.0%
Closed Sales	56	59	+ 5.4%	101	112	+ 10.9%
Median Sales Price*	\$213,220	<b>\$212,000</b>	- 0.6%	\$212,500	<b>\$224,737</b>	+ 5.8%
Average Sales Price*	\$223,870	<b>\$232,727</b>	+ 4.0%	\$219,857	<b>\$235,930</b>	+ 7.3%
Percent of Original List Price Received*	95.4%	<b>97.2%</b>	+ 1.9%	95.6%	<b>97.1%</b>	+ 1.6%
Days on Market Until Sale	71	<b>52</b>	- 26.8%	71	<b>44</b>	- 38.0%
Inventory of Homes for Sale	245	<b>173</b>	- 29.4%	--	--	--

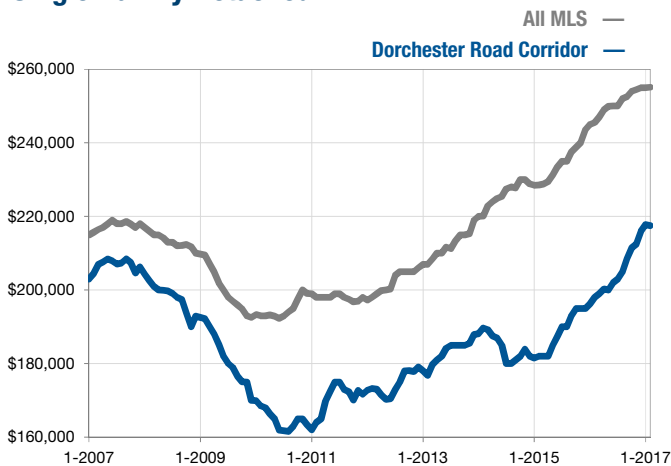
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	24	18	- 25.0%	51	43	- 15.7%
Closed Sales	19	14	- 26.3%	25	31	+ 24.0%
Median Sales Price*	\$141,950	<b>\$146,345</b>	+ 3.1%	\$147,000	<b>\$152,290</b>	+ 3.6%
Average Sales Price*	\$143,564	<b>\$147,329</b>	+ 2.6%	\$145,657	<b>\$152,701</b>	+ 4.8%
Percent of Original List Price Received*	97.7%	<b>100.2%</b>	+ 2.6%	96.1%	<b>99.6%</b>	+ 3.6%
Days on Market Until Sale	63	<b>48</b>	- 23.8%	77	<b>48</b>	- 37.7%
Inventory of Homes for Sale	71	<b>30</b>	- 57.7%	--	--	--

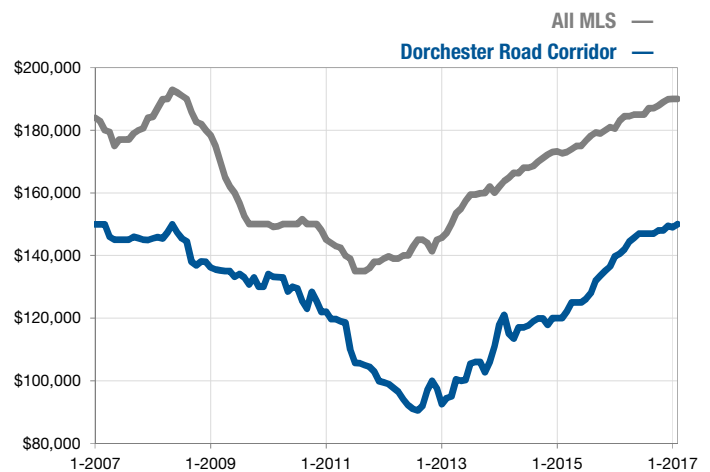
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

A Research Tool Provided by the Charleston Trident Association of REALTORS®



## Downtown Charleston

Area 51

Single-Family Detached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	32	<b>24</b>	- 25.0%	51	<b>43</b>	- 15.7%
Closed Sales	13	<b>11</b>	- 15.4%	26	<b>27</b>	+ 3.8%
Median Sales Price*	\$700,000	<b>\$975,000</b>	+ 39.3%	\$687,500	<b>\$1,190,000</b>	+ 73.1%
Average Sales Price*	\$858,927	<b>\$1,186,418</b>	+ 38.1%	\$919,213	<b>\$1,356,033</b>	+ 47.5%
Percent of Original List Price Received*	89.7%	<b>93.0%</b>	+ 3.7%	90.3%	<b>91.4%</b>	+ 1.2%
Days on Market Until Sale	78	<b>61</b>	- 21.8%	76	<b>84</b>	+ 10.5%
Inventory of Homes for Sale	128	<b>105</b>	- 18.0%	--	--	--

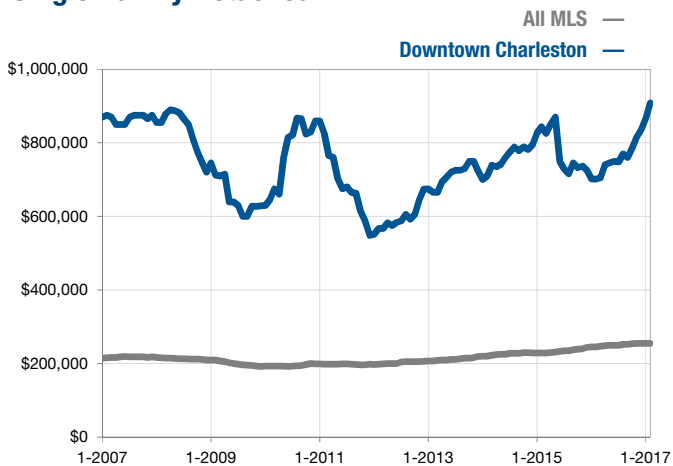
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Townhouse-Condo Attached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	29	<b>31</b>	+ 6.9%	49	<b>60</b>	+ 22.4%
Closed Sales	15	<b>19</b>	+ 26.7%	23	<b>32</b>	+ 39.1%
Median Sales Price*	\$500,000	<b>\$460,000</b>	- 8.0%	\$434,000	<b>\$531,250</b>	+ 22.4%
Average Sales Price*	\$643,076	<b>\$544,412</b>	- 15.3%	\$567,165	<b>\$604,817</b>	+ 6.6%
Percent of Original List Price Received*	92.3%	<b>92.8%</b>	+ 0.5%	92.5%	<b>94.1%</b>	+ 1.7%
Days on Market Until Sale	91	<b>106</b>	+ 16.5%	113	<b>107</b>	- 5.3%
Inventory of Homes for Sale	121	<b>100</b>	- 17.4%	--	--	--

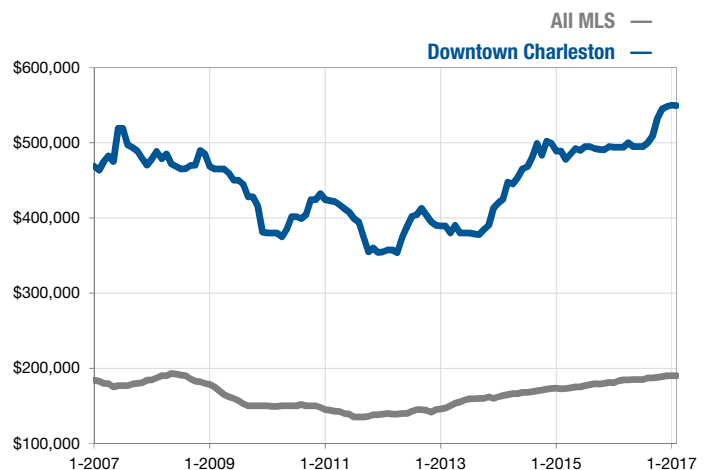
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

A Research Tool Provided by the Charleston Trident Association of REALTORS®



## Edisto Area

Areas 26, 27 & 28

### Single-Family Detached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	16	15	- 6.3%	30	29	- 3.3%
Closed Sales	9	7	- 22.2%	16	12	- 25.0%
Median Sales Price*	\$475,000	<b>\$367,430</b>	- 22.6%	\$460,250	<b>\$381,215</b>	- 17.2%
Average Sales Price*	\$478,222	<b>\$365,444</b>	- 23.6%	\$449,906	<b>\$483,425</b>	+ 7.5%
Percent of Original List Price Received*	93.3%	<b>94.4%</b>	+ 1.2%	93.2%	<b>93.1%</b>	- 0.1%
Days on Market Until Sale	69	<b>39</b>	- 43.5%	131	<b>68</b>	- 48.1%
Inventory of Homes for Sale	104	<b>90</b>	- 13.5%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

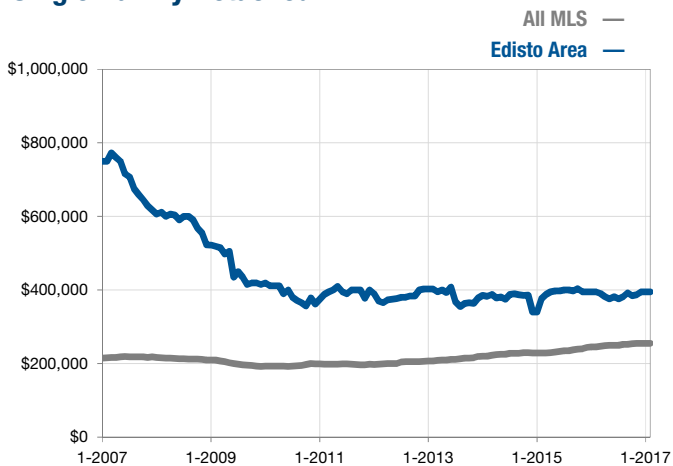
### Townhouse-Condo Attached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	3	4	+ 33.3%	6	9	+ 50.0%
Closed Sales	0	4	--	0	7	--
Median Sales Price*	\$0	<b>\$153,500</b>	--	\$0	<b>\$175,000</b>	--
Average Sales Price*	\$0	<b>\$157,000</b>	--	\$0	<b>\$161,429</b>	--
Percent of Original List Price Received*	0.0%	<b>93.2%</b>	--	0.0%	<b>91.1%</b>	--
Days on Market Until Sale	0	<b>79</b>	--	0	<b>124</b>	--
Inventory of Homes for Sale	25	<b>21</b>	- 16.0%	--	--	--

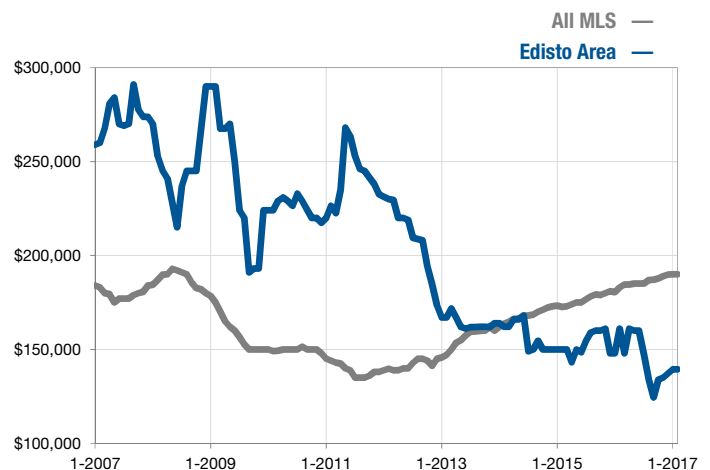
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## Historical Median Sales Price Rolling 12-Month Calculation

### Single-Family Detached



### Townhouse-Condo Attached



# Local Market Update – February 2017

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## Folly Beach

Area 22

### Single-Family Detached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	17	14	- 17.6%	30	24	- 20.0%
Closed Sales	5	5	0.0%	12	11	- 8.3%
Median Sales Price*	\$545,000	<b>\$950,000</b>	+ 74.3%	\$527,500	<b>\$742,000</b>	+ 40.7%
Average Sales Price*	\$524,800	<b>\$871,850</b>	+ 66.1%	\$568,750	<b>\$706,159</b>	+ 24.2%
Percent of Original List Price Received*	95.9%	<b>91.8%</b>	- 4.3%	95.9%	<b>90.5%</b>	- 5.6%
Days on Market Until Sale	63	<b>97</b>	+ 54.0%	112	<b>118</b>	+ 5.4%
Inventory of Homes for Sale	70	<b>39</b>	- 44.3%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

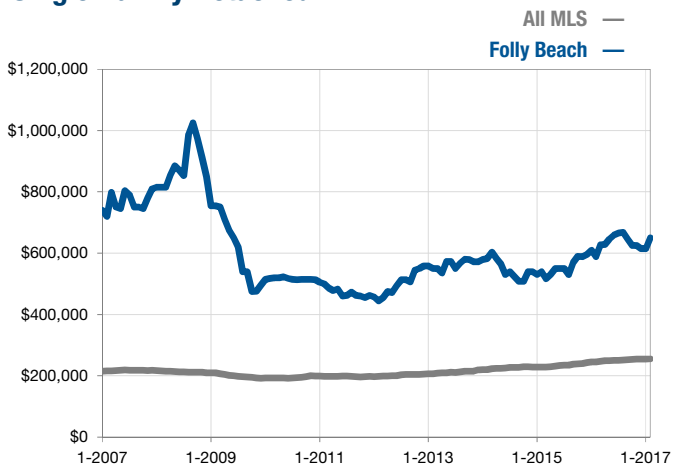
### Townhouse-Condo Attached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	4	13	+ 225.0%	11	20	+ 81.8%
Closed Sales	2	6	+ 200.0%	8	9	+ 12.5%
Median Sales Price*	\$372,250	<b>\$370,000</b>	- 0.6%	\$293,500	<b>\$380,000</b>	+ 29.5%
Average Sales Price*	\$372,250	<b>\$338,333</b>	- 9.1%	\$313,188	<b>\$348,722</b>	+ 11.3%
Percent of Original List Price Received*	90.8%	<b>97.7%</b>	+ 7.6%	92.1%	<b>95.6%</b>	+ 3.8%
Days on Market Until Sale	311	<b>62</b>	- 80.1%	135	<b>116</b>	- 14.1%
Inventory of Homes for Sale	29	<b>20</b>	- 31.0%	--	--	--

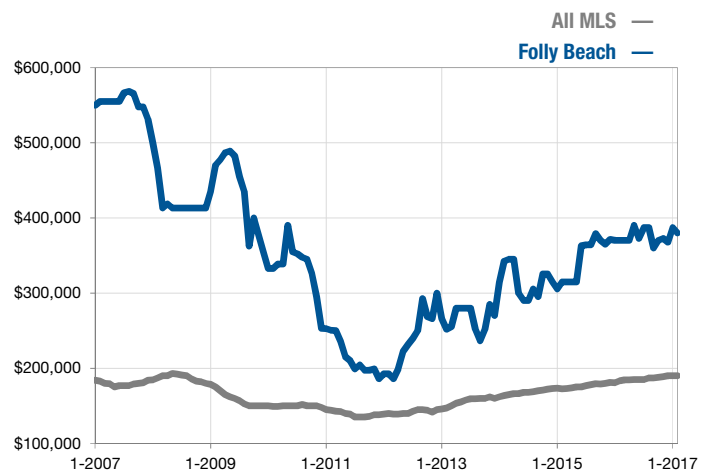
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## Historical Median Sales Price Rolling 12-Month Calculation

### Single-Family Detached



### Townhouse-Condo Attached



# Local Market Update – February 2017

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## Goose Creek / Monck's Corner

Areas 72, 73 & 74

Single-Family Detached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	256	<b>318</b>	+ 24.2%	538	<b>603</b>	+ 12.1%
Closed Sales	178	<b>211</b>	+ 18.5%	324	<b>423</b>	+ 30.6%
Median Sales Price*	\$205,383	<b>\$230,000</b>	+ 12.0%	\$202,403	<b>\$230,000</b>	+ 13.6%
Average Sales Price*	\$211,568	<b>\$236,536</b>	+ 11.8%	\$206,213	<b>\$236,039</b>	+ 14.5%
Percent of Original List Price Received*	97.7%	<b>97.6%</b>	- 0.1%	97.6%	<b>97.8%</b>	+ 0.2%
Days on Market Until Sale	65	<b>46</b>	- 29.2%	55	<b>43</b>	- 21.8%
Inventory of Homes for Sale	738	<b>523</b>	- 29.1%	--	--	--

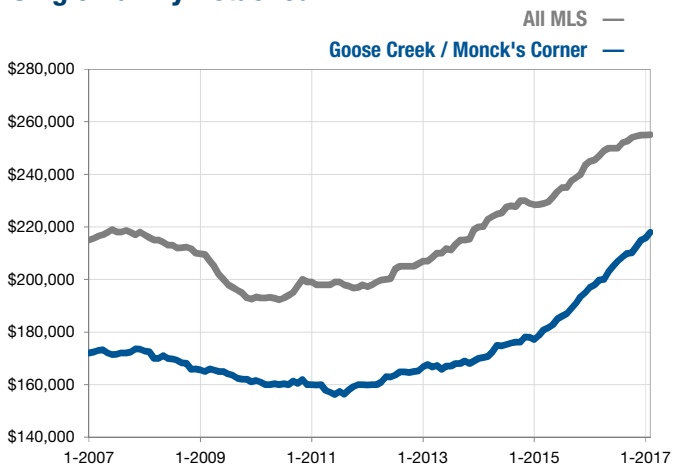
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Townhouse-Condo Attached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	36	<b>43</b>	+ 19.4%	52	<b>96</b>	+ 84.6%
Closed Sales	12	<b>24</b>	+ 100.0%	25	<b>47</b>	+ 88.0%
Median Sales Price*	\$116,000	<b>\$132,400</b>	+ 14.1%	\$117,000	<b>\$135,000</b>	+ 15.4%
Average Sales Price*	\$118,877	<b>\$129,740</b>	+ 9.1%	\$116,969	<b>\$136,098</b>	+ 16.4%
Percent of Original List Price Received*	96.2%	<b>98.5%</b>	+ 2.4%	97.2%	<b>98.4%</b>	+ 1.2%
Days on Market Until Sale	62	<b>75</b>	+ 21.0%	58	<b>67</b>	+ 15.5%
Inventory of Homes for Sale	79	<b>79</b>	0.0%	--	--	--

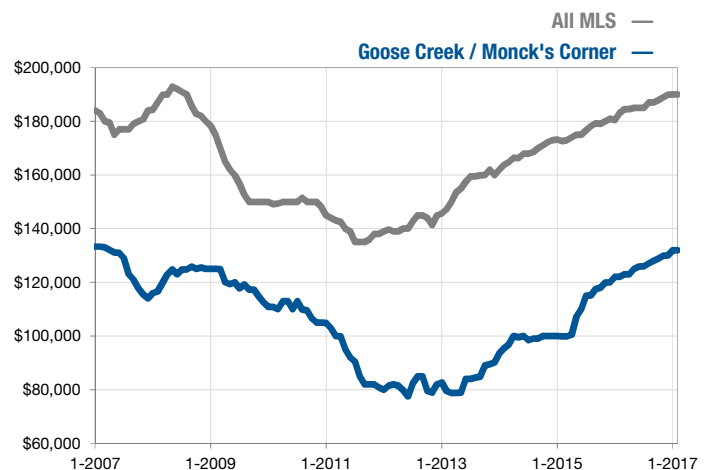
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

A Research Tool Provided by the Charleston Trident Association of REALTORS®



## Greater North Charleston

Areas 31 & 32

Single-Family Detached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	123	102	- 17.1%	241	244	+ 1.2%
Closed Sales	81	90	+ 11.1%	149	154	+ 3.4%
Median Sales Price*	\$170,000	\$194,965	+ 14.7%	\$170,000	\$192,822	+ 13.4%
Average Sales Price*	\$163,556	\$194,994	+ 19.2%	\$169,347	\$186,316	+ 10.0%
Percent of Original List Price Received*	94.4%	97.6%	+ 3.4%	94.6%	97.3%	+ 2.9%
Days on Market Until Sale	54	46	- 14.8%	51	46	- 9.8%
Inventory of Homes for Sale	283	183	- 35.3%	--	--	--

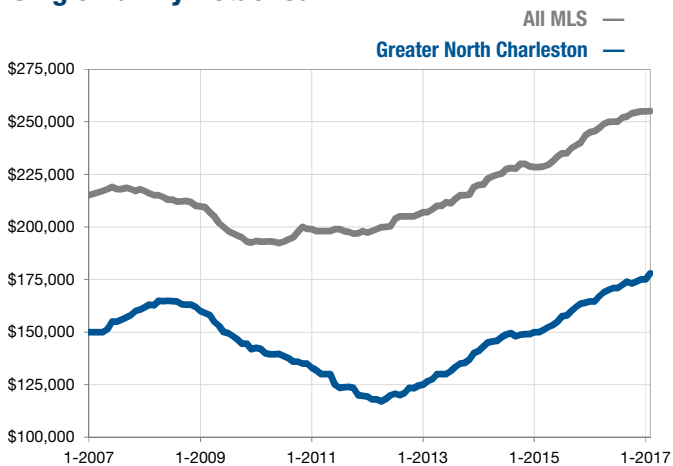
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Townhouse-Condo Attached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	17	29	+ 70.6%	45	53	+ 17.8%
Closed Sales	10	14	+ 40.0%	27	25	- 7.4%
Median Sales Price*	\$125,200	\$105,750	- 15.5%	\$108,000	\$104,000	- 3.7%
Average Sales Price*	\$128,475	\$123,921	- 3.5%	\$116,034	\$113,124	- 2.5%
Percent of Original List Price Received*	93.9%	95.2%	+ 1.4%	92.7%	94.8%	+ 2.3%
Days on Market Until Sale	43	33	- 23.3%	44	37	- 15.9%
Inventory of Homes for Sale	52	46	- 11.5%	--	--	--

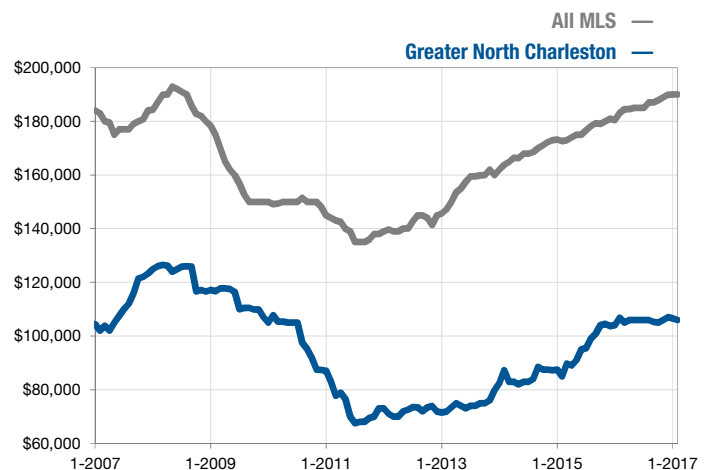
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

A Research Tool Provided by the Charleston Trident Association of REALTORS®



## Greater Summerville Area

Areas 62 & 63

Single-Family Detached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	208	<b>211</b>	+ 1.4%	372	<b>401</b>	+ 7.8%
Closed Sales	95	<b>138</b>	+ 45.3%	196	<b>243</b>	+ 24.0%
Median Sales Price*	\$195,000	<b>\$214,200</b>	+ 9.8%	\$192,995	<b>\$212,000</b>	+ 9.8%
Average Sales Price*	\$208,774	<b>\$232,258</b>	+ 11.2%	\$207,710	<b>\$231,312</b>	+ 11.4%
Percent of Original List Price Received*	95.8%	<b>96.3%</b>	+ 0.5%	96.1%	<b>96.2%</b>	+ 0.1%
Days on Market Until Sale	67	<b>66</b>	- 1.5%	71	<b>65</b>	- 8.5%
Inventory of Homes for Sale	572	<b>382</b>	- 33.2%	--	--	--

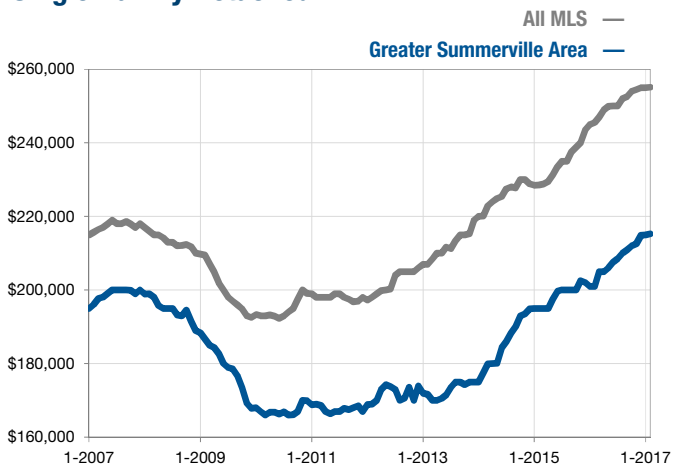
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Townhouse-Condo Attached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	18	<b>17</b>	- 5.6%	34	<b>25</b>	- 26.5%
Closed Sales	7	<b>13</b>	+ 85.7%	19	<b>18</b>	- 5.3%
Median Sales Price*	\$91,900	<b>\$119,500</b>	+ 30.0%	\$117,000	<b>\$117,750</b>	+ 0.6%
Average Sales Price*	\$100,571	<b>\$118,389</b>	+ 17.7%	\$119,757	<b>\$116,198</b>	- 3.0%
Percent of Original List Price Received*	93.0%	<b>94.0%</b>	+ 1.1%	94.3%	<b>93.8%</b>	- 0.5%
Days on Market Until Sale	76	<b>75</b>	- 1.3%	77	<b>74</b>	- 3.9%
Inventory of Homes for Sale	37	<b>18</b>	- 51.4%	--	--	--

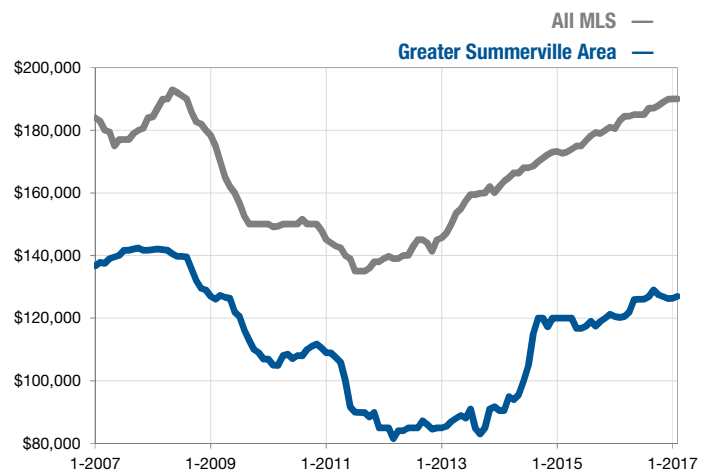
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

A Research Tool Provided by the Charleston Trident Association of REALTORS®



## Hanahan

Area 71

### Single-Family Detached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	33	29	- 12.1%	57	44	- 22.8%
Closed Sales	12	21	+ 75.0%	36	34	- 5.6%
Median Sales Price*	\$208,500	<b>\$249,000</b>	+ 19.4%	\$247,750	<b>\$227,400</b>	- 8.2%
Average Sales Price*	\$221,758	<b>\$229,524</b>	+ 3.5%	\$234,193	<b>\$214,394</b>	- 8.5%
Percent of Original List Price Received*	94.9%	<b>95.6%</b>	+ 0.7%	95.9%	<b>94.5%</b>	- 1.5%
Days on Market Until Sale	57	70	+ 22.8%	46	83	+ 80.4%
Inventory of Homes for Sale	63	35	- 44.4%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Townhouse-Condo Attached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	1	2	+ 100.0%	4	8	+ 100.0%
Closed Sales	1	5	+ 400.0%	4	7	+ 75.0%
Median Sales Price*	\$135,000	<b>\$135,000</b>	0.0%	\$216,200	<b>\$135,000</b>	- 37.6%
Average Sales Price*	\$135,000	<b>\$174,400</b>	+ 29.2%	\$231,102	<b>\$153,714</b>	- 33.5%
Percent of Original List Price Received*	100.0%	<b>98.4%</b>	- 1.6%	102.7%	<b>97.7%</b>	- 4.9%
Days on Market Until Sale	3	11	+ 266.7%	131	21	- 84.0%
Inventory of Homes for Sale	7	5	- 28.6%	--	--	--

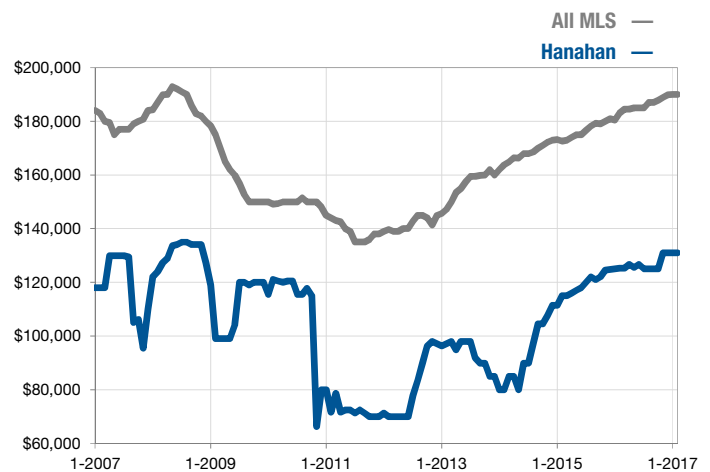
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## Historical Median Sales Price Rolling 12-Month Calculation

### Single-Family Detached



### Townhouse-Condo Attached





# Local Market Update – February 2017

A Research Tool Provided by the Charleston Trident Association of REALTORS®



## Hollywood / Ravenel / Meggett Area

Area 13

Single-Family Detached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	29	16	- 44.8%	54	42	- 22.2%
Closed Sales	11	13	+ 18.2%	24	23	- 4.2%
Median Sales Price*	\$411,550	<b>\$375,000</b>	- 8.9%	\$313,995	<b>\$382,095</b>	+ 21.7%
Average Sales Price*	\$438,954	<b>\$335,650</b>	- 23.5%	\$466,783	<b>\$417,785</b>	- 10.5%
Percent of Original List Price Received*	95.8%	<b>99.1%</b>	+ 3.4%	94.6%	<b>96.5%</b>	+ 2.0%
Days on Market Until Sale	177	88	- 50.3%	112	110	- 1.8%
Inventory of Homes for Sale	100	91	- 9.0%	--	--	--

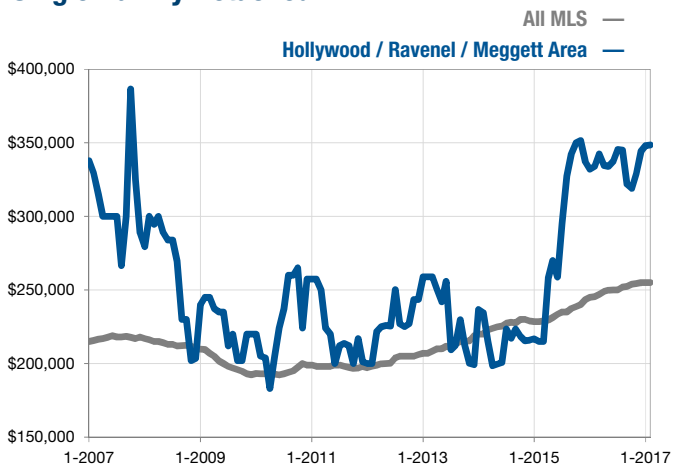
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	0	3	--	1	5	+ 400.0%
Closed Sales	0	2	--	0	3	--
Median Sales Price*	\$0	<b>\$314,500</b>	--	\$0	<b>\$265,000</b>	--
Average Sales Price*	\$0	<b>\$314,500</b>	--	\$0	<b>\$296,300</b>	--
Percent of Original List Price Received*	0.0%	<b>94.2%</b>	--	0.0%	<b>94.9%</b>	--
Days on Market Until Sale	0	60	--	0	94	--
Inventory of Homes for Sale	4	6	+ 50.0%	--	--	--

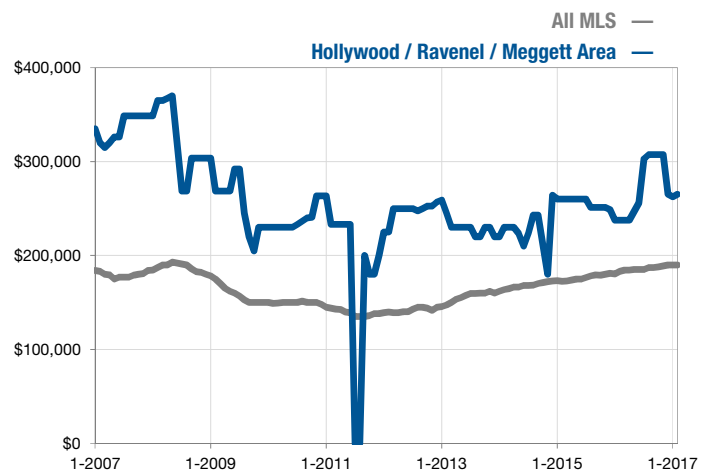
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

A Research Tool Provided by the Charleston Trident Association of REALTORS®



## Isle of Palms

Areas 44 & 45

### Single-Family Detached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	22	<b>24</b>	+ 9.1%	42	<b>44</b>	+ 4.8%
Closed Sales	10	<b>13</b>	+ 30.0%	13	<b>31</b>	+ 138.5%
Median Sales Price*	\$1,402,500	<b>\$764,000</b>	- 45.5%	\$1,325,000	<b>\$764,000</b>	- 42.3%
Average Sales Price*	\$2,087,599	<b>\$1,013,962</b>	- 51.4%	\$1,848,923	<b>\$921,323</b>	- 50.2%
Percent of Original List Price Received*	90.5%	<b>86.5%</b>	- 4.4%	89.3%	<b>88.6%</b>	- 0.8%
Days on Market Until Sale	179	<b>210</b>	+ 17.3%	245	<b>183</b>	- 25.3%
Inventory of Homes for Sale	141	<b>103</b>	- 27.0%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Townhouse-Condo Attached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	20	<b>13</b>	- 35.0%	32	<b>24</b>	- 25.0%
Closed Sales	8	<b>7</b>	- 12.5%	13	<b>9</b>	- 30.8%
Median Sales Price*	\$594,750	<b>\$449,000</b>	- 24.5%	\$585,000	<b>\$529,000</b>	- 9.6%
Average Sales Price*	\$620,438	<b>\$549,786</b>	- 11.4%	\$559,538	<b>\$551,389</b>	- 1.5%
Percent of Original List Price Received*	92.8%	<b>94.6%</b>	+ 1.9%	93.4%	<b>93.7%</b>	+ 0.3%
Days on Market Until Sale	141	<b>137</b>	- 2.8%	129	<b>154</b>	+ 19.4%
Inventory of Homes for Sale	86	<b>71</b>	- 17.4%	--	--	--

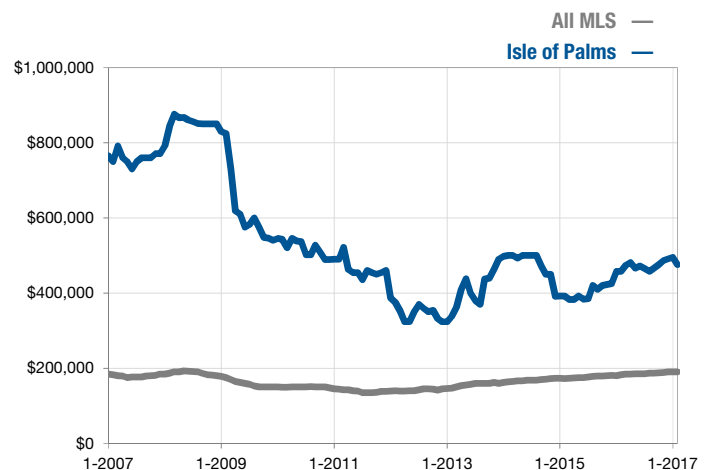
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## Historical Median Sales Price Rolling 12-Month Calculation

### Single-Family Detached



### Townhouse-Condo Attached



# Local Market Update – February 2017

A Research Tool Provided by the Charleston Trident Association of REALTORS®



## James Island

Area 21

### Single-Family Detached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	73	<b>75</b>	+ 2.7%	141	<b>161</b>	+ 14.2%
Closed Sales	50	<b>55</b>	+ 10.0%	98	<b>99</b>	+ 1.0%
Median Sales Price*	\$292,250	<b>\$320,000</b>	+ 9.5%	\$305,000	<b>\$315,000</b>	+ 3.3%
Average Sales Price*	\$332,719	<b>\$367,146</b>	+ 10.3%	\$339,261	<b>\$394,937</b>	+ 16.4%
Percent of Original List Price Received*	95.8%	<b>95.1%</b>	- 0.7%	95.8%	<b>94.2%</b>	- 1.7%
Days on Market Until Sale	55	<b>44</b>	- 20.0%	50	<b>58</b>	+ 16.0%
Inventory of Homes for Sale	153	<b>124</b>	- 19.0%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

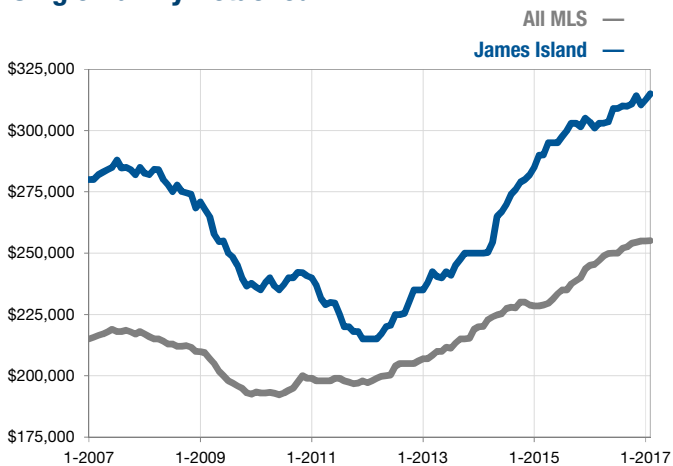
### Townhouse-Condo Attached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	20	<b>26</b>	+ 30.0%	39	<b>40</b>	+ 2.6%
Closed Sales	13	<b>12</b>	- 7.7%	25	<b>31</b>	+ 24.0%
Median Sales Price*	\$138,000	<b>\$193,450</b>	+ 40.2%	\$165,000	<b>\$185,000</b>	+ 12.1%
Average Sales Price*	\$165,731	<b>\$183,342</b>	+ 10.6%	\$161,340	<b>\$186,744</b>	+ 15.7%
Percent of Original List Price Received*	94.2%	<b>92.9%</b>	- 1.4%	94.1%	<b>93.3%</b>	- 0.9%
Days on Market Until Sale	26	<b>73</b>	+ 180.8%	47	<b>70</b>	+ 48.9%
Inventory of Homes for Sale	48	<b>44</b>	- 8.3%	--	--	--

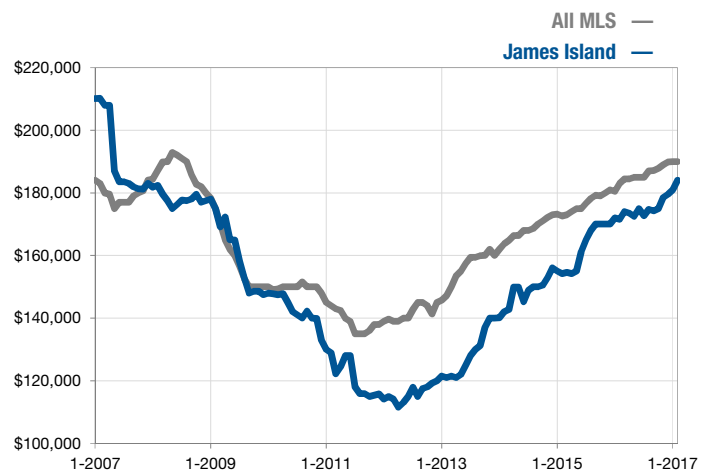
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

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## Johns Island

Area 23

### Single-Family Detached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	74	64	- 13.5%	130	150	+ 15.4%
Closed Sales	36	20	- 44.4%	67	54	- 19.4%
Median Sales Price*	\$274,381	<b>\$263,000</b>	- 4.1%	\$271,584	<b>\$280,700</b>	+ 3.4%
Average Sales Price*	\$320,612	<b>\$330,563</b>	+ 3.1%	\$311,208	<b>\$345,896</b>	+ 11.1%
Percent of Original List Price Received*	99.7%	<b>96.5%</b>	- 3.2%	99.1%	<b>96.3%</b>	- 2.8%
Days on Market Until Sale	45	71	+ 57.8%	41	73	+ 78.0%
Inventory of Homes for Sale	218	204	- 6.4%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

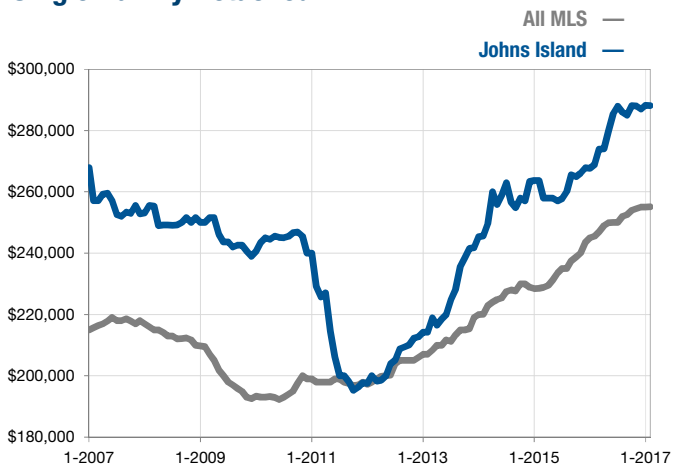
### Townhouse-Condo Attached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	7	7	0.0%	17	17	0.0%
Closed Sales	7	7	0.0%	8	11	+ 37.5%
Median Sales Price*	\$218,000	<b>\$204,500</b>	- 6.2%	\$216,500	<b>\$210,750</b>	- 2.7%
Average Sales Price*	\$207,714	<b>\$202,486</b>	- 2.5%	\$208,625	<b>\$206,559</b>	- 1.0%
Percent of Original List Price Received*	94.4%	<b>96.3%</b>	+ 2.0%	93.4%	<b>96.1%</b>	+ 2.9%
Days on Market Until Sale	20	95	+ 375.0%	28	78	+ 178.6%
Inventory of Homes for Sale	21	19	- 9.5%	--	--	--

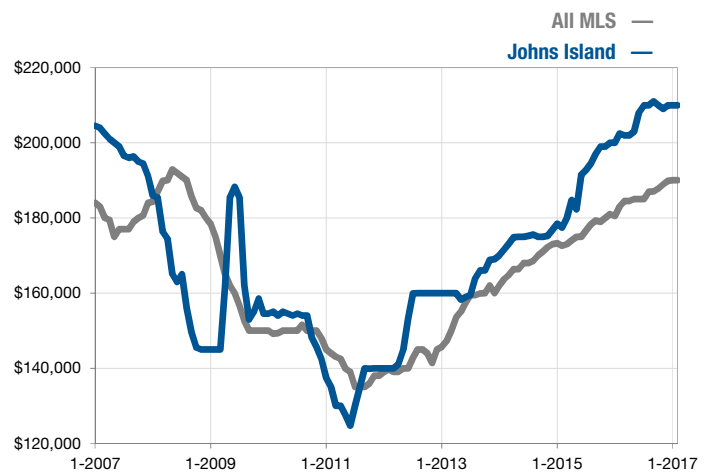
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

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## Kiawah

Area 25

Single-Family Detached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	11	10	- 9.1%	14	16	+ 14.3%
Closed Sales	4	2	- 50.0%	5	4	- 20.0%
Median Sales Price*	\$907,500	\$571,250	- 37.1%	\$1,200,000	\$680,250	- 43.3%
Average Sales Price*	\$1,207,500	\$571,250	- 52.7%	\$1,486,000	\$717,625	- 51.7%
Percent of Original List Price Received*	94.5%	92.9%	- 1.7%	92.9%	90.1%	- 3.0%
Days on Market Until Sale	175	328	+ 87.4%	162	193	+ 19.1%
Inventory of Homes for Sale	44	58	+ 31.8%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	9	8	- 11.1%	16	11	- 31.3%
Closed Sales	4	4	0.0%	4	5	+ 25.0%
Median Sales Price*	\$303,500	\$437,500	+ 44.2%	\$303,500	\$375,000	+ 23.6%
Average Sales Price*	\$310,250	\$465,625	+ 50.1%	\$310,250	\$430,000	+ 38.6%
Percent of Original List Price Received*	89.6%	84.6%	- 5.6%	89.6%	86.9%	- 3.0%
Days on Market Until Sale	186	522	+ 180.6%	186	443	+ 138.2%
Inventory of Homes for Sale	50	44	- 12.0%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## Historical Median Sales Price Rolling 12-Month Calculation

### Single-Family Detached



### Townhouse-Condo Attached



# Local Market Update – February 2017

A Research Tool Provided by the Charleston Trident Association of REALTORS®



## Lower Mount Pleasant

Area 42

Single-Family Detached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	97	94	- 3.1%	173	172	- 0.6%
Closed Sales	49	61	+ 24.5%	90	92	+ 2.2%
Median Sales Price*	\$515,000	\$560,000	+ 8.7%	\$495,000	\$502,500	+ 1.5%
Average Sales Price*	\$615,833	\$679,327	+ 10.3%	\$577,410	\$643,900	+ 11.5%
Percent of Original List Price Received*	94.9%	93.4%	- 1.6%	94.3%	93.5%	- 0.8%
Days on Market Until Sale	58	83	+ 43.1%	74	77	+ 4.1%
Inventory of Homes for Sale	250	204	- 18.4%	--	--	--

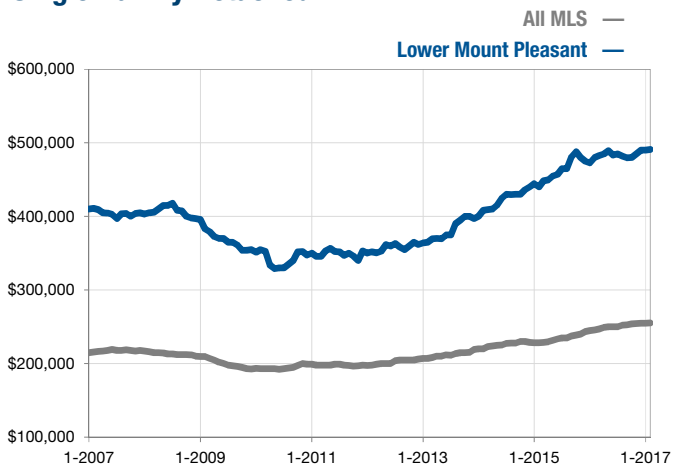
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Townhouse-Condo Attached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	40	34	- 15.0%	65	78	+ 20.0%
Closed Sales	22	44	+ 100.0%	46	73	+ 58.7%
Median Sales Price*	\$277,500	\$230,000	- 17.1%	\$208,750	\$235,000	+ 12.6%
Average Sales Price*	\$374,632	\$306,104	- 18.3%	\$324,582	\$330,248	+ 1.7%
Percent of Original List Price Received*	95.8%	97.3%	+ 1.6%	95.3%	97.3%	+ 2.1%
Days on Market Until Sale	88	45	- 48.9%	71	49	- 31.0%
Inventory of Homes for Sale	80	83	+ 3.8%	--	--	--

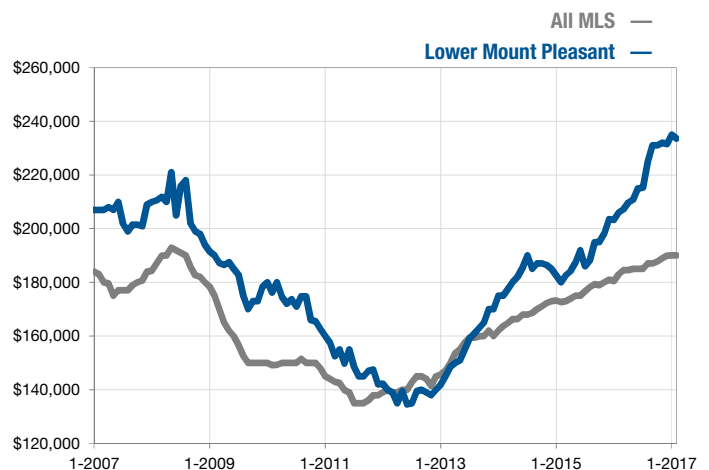
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

A Research Tool Provided by the Charleston Trident Association of REALTORS®



## Rural Berkeley County

Area 75

Single-Family Detached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	5	<b>14</b>	+ 180.0%	19	<b>26</b>	+ 36.8%
Closed Sales	5	<b>4</b>	- 20.0%	12	<b>6</b>	- 50.0%
Median Sales Price*	\$212,000	<b>\$84,450</b>	- 60.2%	\$151,500	<b>\$104,250</b>	- 31.2%
Average Sales Price*	\$217,990	<b>\$139,725</b>	- 35.9%	\$178,763	<b>\$133,550</b>	- 25.3%
Percent of Original List Price Received*	94.6%	<b>92.0%</b>	- 2.7%	89.2%	<b>87.3%</b>	- 2.1%
Days on Market Until Sale	43	<b>60</b>	+ 39.5%	67	<b>82</b>	+ 22.4%
Inventory of Homes for Sale	42	<b>52</b>	+ 23.8%	--	--	--

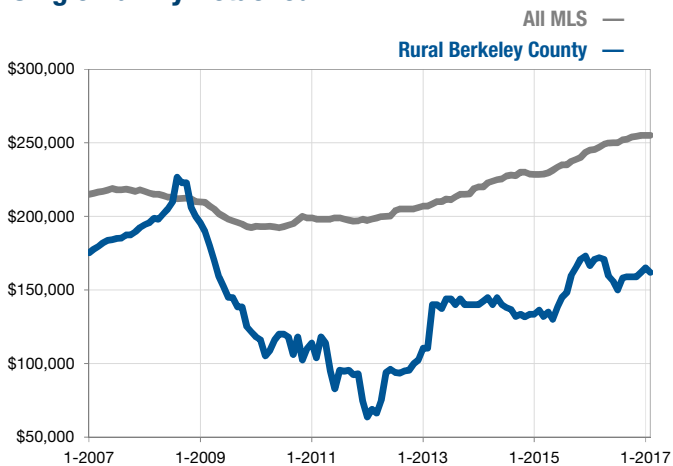
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Townhouse-Condo Attached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	0	<b>0</b>	--	0	<b>0</b>	--
Closed Sales	0	<b>0</b>	--	0	<b>0</b>	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of Original List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	<b>0</b>	--	0	<b>0</b>	--
Inventory of Homes for Sale	1	<b>0</b>	- 100.0%	--	--	--

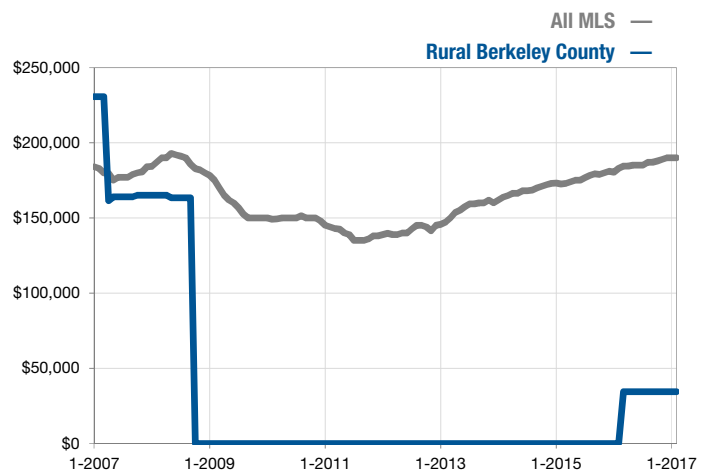
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

A Research Tool Provided by the Charleston Trident Association of REALTORS®



## Seabrook Island

Area 30

### Single-Family Detached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	11	<b>23</b>	+ 109.1%	16	<b>31</b>	+ 93.8%
Closed Sales	7	<b>5</b>	- 28.6%	10	<b>10</b>	0.0%
Median Sales Price*	\$740,000	<b>\$590,000</b>	- 20.3%	\$632,000	<b>\$710,500</b>	+ 12.4%
Average Sales Price*	\$1,099,071	<b>\$597,600</b>	- 45.6%	\$1,000,300	<b>\$975,300</b>	- 2.5%
Percent of Original List Price Received*	87.5%	<b>95.2%</b>	+ 8.8%	87.3%	<b>90.7%</b>	+ 3.9%
Days on Market Until Sale	206	<b>59</b>	- 71.4%	217	<b>156</b>	- 28.1%
Inventory of Homes for Sale	79	<b>90</b>	+ 13.9%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Townhouse-Condo Attached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	6	<b>19</b>	+ 216.7%	16	<b>30</b>	+ 87.5%
Closed Sales	3	<b>4</b>	+ 33.3%	5	<b>7</b>	+ 40.0%
Median Sales Price*	\$142,000	<b>\$352,500</b>	+ 148.2%	\$225,000	<b>\$320,000</b>	+ 42.2%
Average Sales Price*	\$182,538	<b>\$333,750</b>	+ 82.8%	\$258,523	<b>\$320,893</b>	+ 24.1%
Percent of Original List Price Received*	69.2%	<b>95.0%</b>	+ 37.3%	79.5%	<b>92.2%</b>	+ 16.0%
Days on Market Until Sale	417	<b>108</b>	- 74.1%	270	<b>176</b>	- 34.8%
Inventory of Homes for Sale	71	<b>71</b>	0.0%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached





# Local Market Update – February 2017

A Research Tool Provided by the Charleston Trident Association of REALTORS®



## St. George / Rural Dorchester County

Area 64

Single-Family Detached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	8	6	- 25.0%	10	10	0.0%
Closed Sales	2	4	+ 100.0%	8	8	0.0%
Median Sales Price*	\$277,500	<b>\$86,250</b>	- 68.9%	\$173,500	<b>\$119,635</b>	- 31.0%
Average Sales Price*	\$277,500	<b>\$93,000</b>	- 66.5%	\$236,450	<b>\$123,940</b>	- 47.6%
Percent of Original List Price Received*	100.0%	<b>77.6%</b>	- 22.4%	94.6%	<b>83.9%</b>	- 11.3%
Days on Market Until Sale	29	<b>195</b>	+ 572.4%	97	<b>158</b>	+ 62.9%
Inventory of Homes for Sale	40	<b>31</b>	- 22.5%	--	--	--

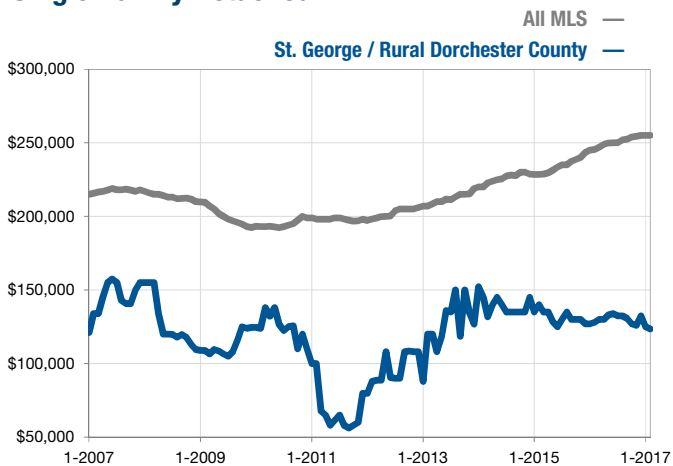
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of Original List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--

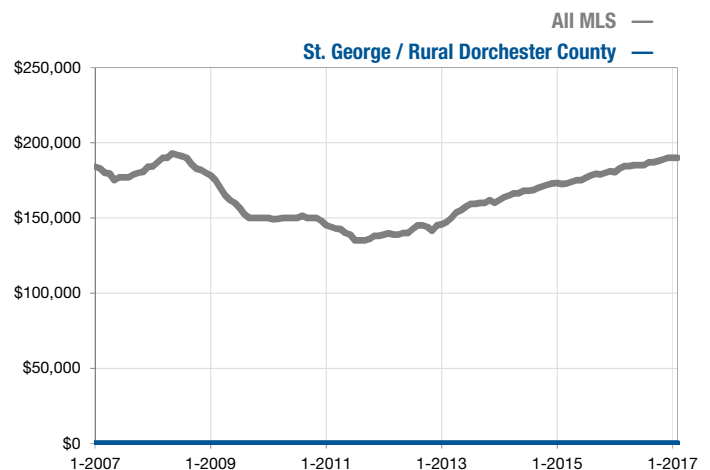
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

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## Sullivan's Island

Area 43

### Single-Family Detached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	8	8	0.0%	13	15	+ 15.4%
Closed Sales	6	5	- 16.7%	10	5	- 50.0%
Median Sales Price*	\$1,350,000	\$1,500,000	+ 11.1%	\$1,500,000	\$1,500,000	0.0%
Average Sales Price*	\$1,539,583	\$1,534,000	- 0.4%	\$1,551,250	\$1,534,000	- 1.1%
Percent of Original List Price Received*	91.7%	90.8%	- 1.0%	88.9%	90.8%	+ 2.1%
Days on Market Until Sale	130	195	+ 50.0%	111	195	+ 75.7%
Inventory of Homes for Sale	34	32	- 5.9%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

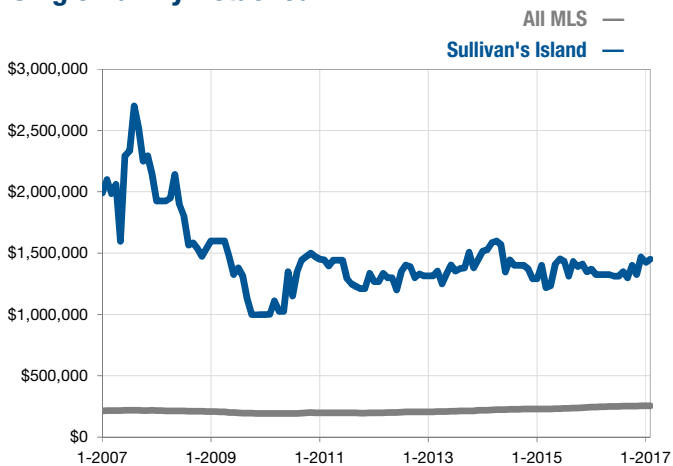
### Townhouse-Condo Attached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	1	0	- 100.0%	1	0	- 100.0%
Closed Sales	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$385,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$385,000	\$0	- 100.0%
Percent of Original List Price Received*	0.0%	0.0%	--	84.6%	0.0%	- 100.0%
Days on Market Until Sale	0	0	--	188	0	- 100.0%
Inventory of Homes for Sale	4	4	0.0%	--	--	--

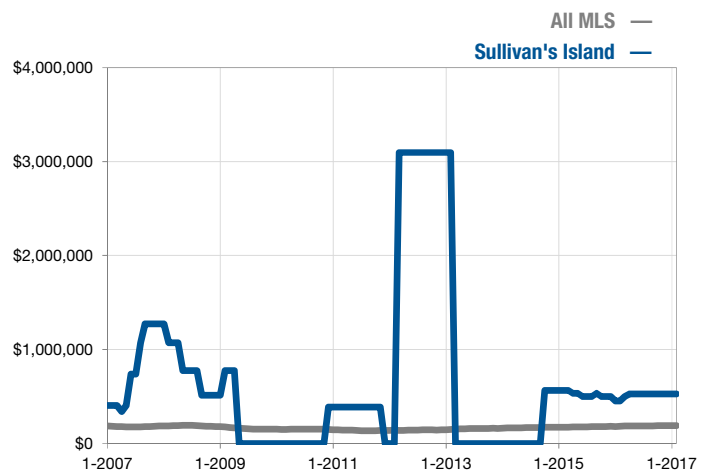
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

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## Upper Charleston Peninsula

Area 52

Single-Family Detached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	22	<b>23</b>	+ 4.5%	36	<b>44</b>	+ 22.2%
Closed Sales	15	<b>14</b>	- 6.7%	19	<b>23</b>	+ 21.1%
Median Sales Price*	\$281,000	<b>\$328,500</b>	+ 16.9%	\$336,000	<b>\$390,000</b>	+ 16.1%
Average Sales Price*	\$332,287	<b>\$383,576</b>	+ 15.4%	\$383,241	<b>\$413,220</b>	+ 7.8%
Percent of Original List Price Received*	92.2%	<b>90.2%</b>	- 2.2%	93.5%	<b>91.4%</b>	- 2.2%
Days on Market Until Sale	58	<b>115</b>	+ 98.3%	49	<b>89</b>	+ 81.6%
Inventory of Homes for Sale	42	<b>35</b>	- 16.7%	--	--	--

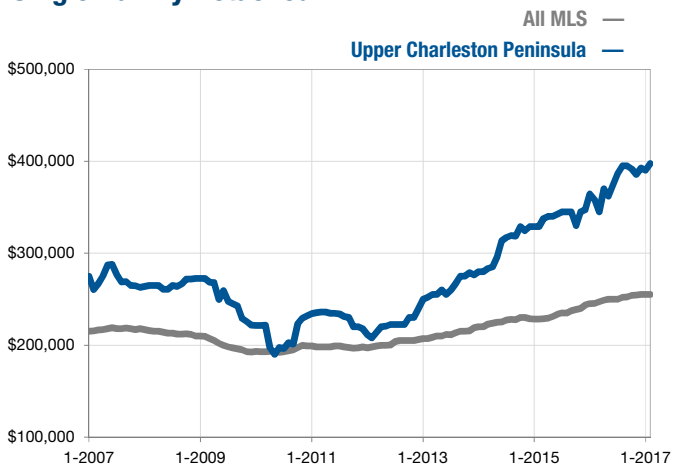
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Townhouse-Condo Attached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	7	<b>5</b>	- 28.6%	13	<b>11</b>	- 15.4%
Closed Sales	1	<b>2</b>	+ 100.0%	3	<b>4</b>	+ 33.3%
Median Sales Price*	\$237,900	<b>\$381,000</b>	+ 60.2%	\$340,000	<b>\$347,000</b>	+ 2.1%
Average Sales Price*	\$237,900	<b>\$381,000</b>	+ 60.2%	\$307,633	<b>\$345,625</b>	+ 12.3%
Percent of Original List Price Received*	100.0%	<b>97.2%</b>	- 2.8%	98.6%	<b>96.3%</b>	- 2.3%
Days on Market Until Sale	0	<b>44</b>	--	57	<b>47</b>	- 17.5%
Inventory of Homes for Sale	13	<b>10</b>	- 23.1%	--	--	--

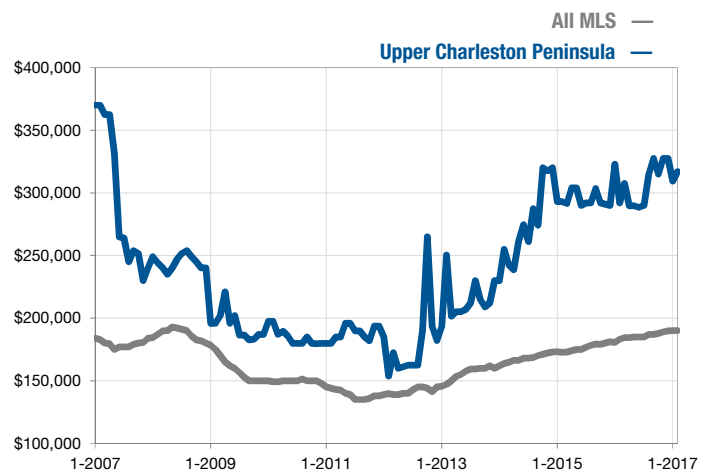
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

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## Upper Mount Pleasant

Area 41

Single-Family Detached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	143	<b>139</b>	- 2.8%	274	<b>290</b>	+ 5.8%
Closed Sales	59	<b>89</b>	+ 50.8%	111	<b>147</b>	+ 32.4%
Median Sales Price*	\$465,000	<b>\$465,000</b>	0.0%	\$455,000	<b>\$464,345</b>	+ 2.1%
Average Sales Price*	\$486,015	<b>\$478,977</b>	- 1.4%	\$492,835	<b>\$480,121</b>	- 2.6%
Percent of Original List Price Received*	97.2%	<b>96.3%</b>	- 0.9%	96.8%	<b>96.6%</b>	- 0.2%
Days on Market Until Sale	106	<b>103</b>	- 2.8%	90	<b>98</b>	+ 8.9%
Inventory of Homes for Sale	463	<b>397</b>	- 14.3%	--	--	--

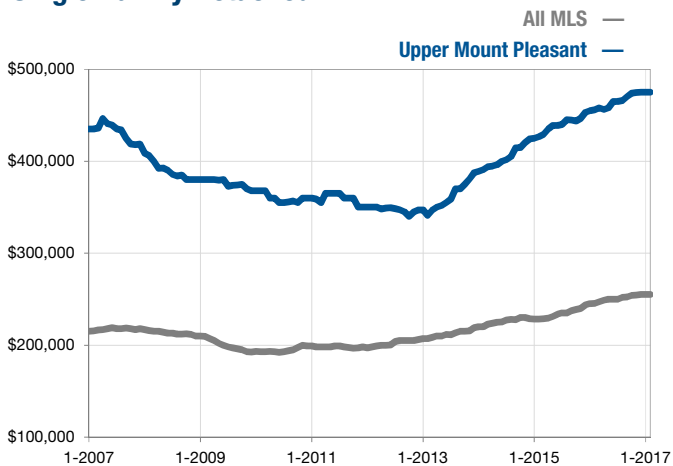
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Townhouse-Condo Attached	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	63	<b>42</b>	- 33.3%	99	<b>65</b>	- 34.3%
Closed Sales	38	<b>22</b>	- 42.1%	61	<b>36</b>	- 41.0%
Median Sales Price*	\$290,000	<b>\$267,500</b>	- 7.8%	\$254,900	<b>\$270,000</b>	+ 5.9%
Average Sales Price*	\$281,749	<b>\$285,894</b>	+ 1.5%	\$275,270	<b>\$284,161</b>	+ 3.2%
Percent of Original List Price Received*	98.1%	<b>97.4%</b>	- 0.7%	98.1%	<b>96.8%</b>	- 1.3%
Days on Market Until Sale	56	<b>62</b>	+ 10.7%	57	<b>55</b>	- 3.5%
Inventory of Homes for Sale	89	<b>63</b>	- 29.2%	--	--	--

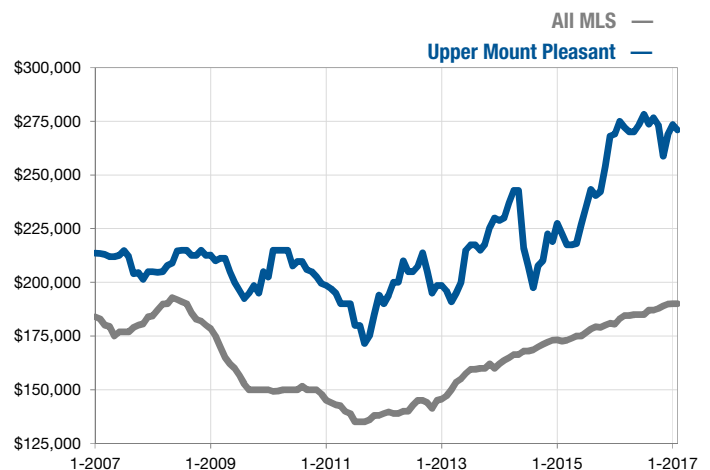
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

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## Wando / Cainhoy Area

Area 78

### Single-Family Detached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	24	31	+ 29.2%	49	47	- 4.1%
Closed Sales	9	13	+ 44.4%	20	18	- 10.0%
Median Sales Price*	\$423,500	<b>\$270,000</b>	- 36.2%	\$430,000	<b>\$264,500</b>	- 38.5%
Average Sales Price*	\$443,421	<b>\$363,027</b>	- 18.1%	\$438,010	<b>\$367,631</b>	- 16.1%
Percent of Original List Price Received*	96.5%	<b>94.8%</b>	- 1.8%	94.4%	<b>95.2%</b>	+ 0.8%
Days on Market Until Sale	33	44	+ 33.3%	67	57	- 14.9%
Inventory of Homes for Sale	66	65	- 1.5%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

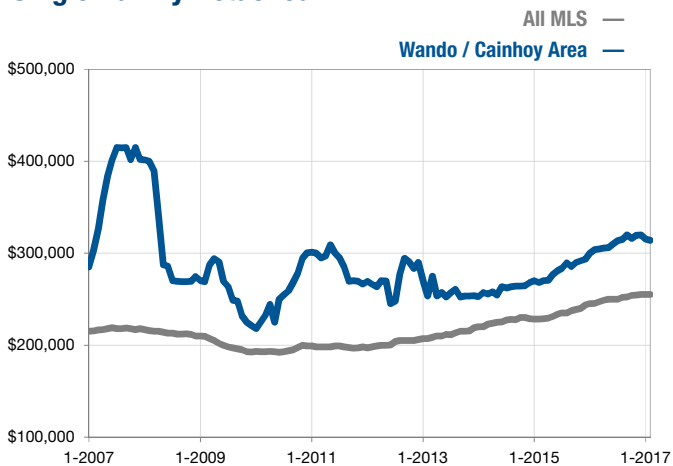
### Townhouse-Condo Attached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	8	8	0.0%	10	12	+ 20.0%
Closed Sales	4	1	- 75.0%	9	5	- 44.4%
Median Sales Price*	\$173,445	<b>\$125,000</b>	- 27.9%	\$185,690	<b>\$173,000</b>	- 6.8%
Average Sales Price*	\$179,333	<b>\$125,000</b>	- 30.3%	\$186,619	<b>\$165,400</b>	- 11.4%
Percent of Original List Price Received*	98.6%	<b>89.3%</b>	- 9.4%	98.9%	<b>93.5%</b>	- 5.5%
Days on Market Until Sale	22	186	+ 745.5%	16	84	+ 425.0%
Inventory of Homes for Sale	11	9	- 18.2%	--	--	--

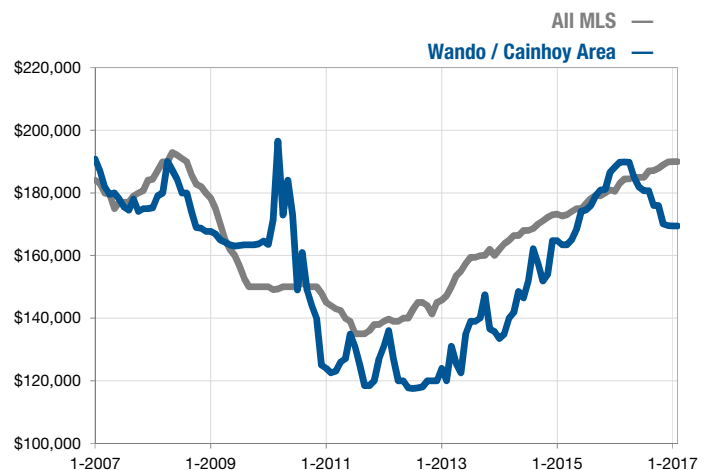
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – February 2017

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## West Ashley Area

Areas 11 & 12

### Single-Family Detached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	148	130	- 12.2%	267	235	- 12.0%
Closed Sales	105	90	- 14.3%	187	155	- 17.1%
Median Sales Price*	\$249,000	\$272,495	+ 9.4%	\$252,000	\$278,250	+ 10.4%
Average Sales Price*	\$266,800	\$293,837	+ 10.1%	\$269,685	\$318,656	+ 18.2%
Percent of Original List Price Received*	95.7%	95.5%	- 0.2%	95.3%	95.5%	+ 0.2%
Days on Market Until Sale	51	47	- 7.8%	48	44	- 8.3%
Inventory of Homes for Sale	302	197	- 34.8%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

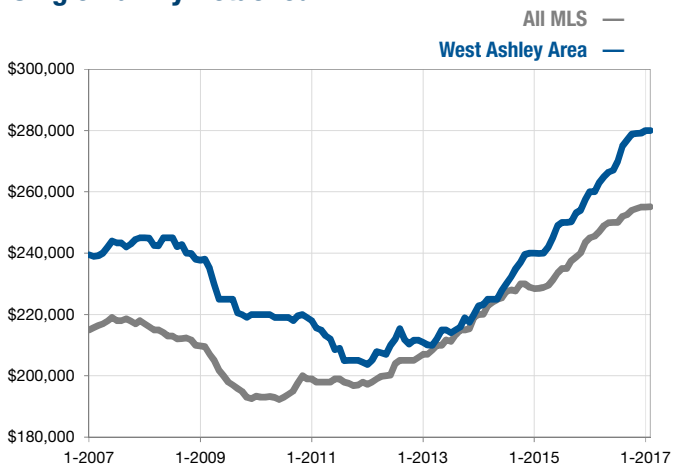
### Townhouse-Condo Attached

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	33	50	+ 51.5%	85	81	- 4.7%
Closed Sales	21	23	+ 9.5%	39	50	+ 28.2%
Median Sales Price*	\$145,000	\$158,000	+ 9.0%	\$155,000	\$166,250	+ 7.3%
Average Sales Price*	\$155,481	\$163,509	+ 5.2%	\$159,346	\$168,038	+ 5.5%
Percent of Original List Price Received*	97.9%	96.7%	- 1.2%	97.8%	96.4%	- 1.4%
Days on Market Until Sale	64	61	- 4.7%	54	49	- 9.3%
Inventory of Homes for Sale	85	52	- 38.8%	--	--	--

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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached

